

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review  
PERFUMER PUBLISHING CO.

APRIL 1917

80 MAIDEN LANE, NEW YORK

VOL. XII  
NO. 2



USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS

PURITAN BRAND SYNTHETICS

EMERY CANDLE CO'S STEARIC ACID

SELLING AGENTS

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(SEE PAGE 9)

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# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
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### THE PERFUMERS' CONVENTION.

The twenty-third annual convention of the Manufacturing Perfumers' Association, held this month in New York, was one of the most important in its history. President Spiehler's election to a fourth term marked recognition of the vim, energy and success of his administration, which has forced the organization to fill a position of greater importance and influence than ever before, besides enlarging its usefulness in many directions. Truly the M. P. A. has taken on a new lease of life. May it continue!

Patriotic fervor marked the meeting. The banquet motto in bulbs, "My Country, Right or Wrong," seemed to set a pace for the wave of loyalty. Moreover, fresh impetus was given to the "Made in America" propaganda.

In every way the convention was a great success.

### FACING FRESH WAR TAXES.

The entry of the United States into the world war will evolve new conditions and situations, for which there can be no parallel since the Civil war of half a century ago. Enormous sums must be raised by taxation to meet the costs, and the recruiting of great armies will disturb business and industrial establishments.

We are sure that the people in the industries in which our readers are interested will cheerfully bear their fair share of the burdens that will be imposed by Congress. That precisely is the point at issue. Legislative committees, officers and members of our trade associations must be on the watch to see that the Washington revenue raisers give us all a fair and square deal. No more can we expect; that much is our right!

One important thing to be agitated is the passing of the apparently inevitable stamp taxes onto the ultimate consumer. As our Washington correspondent shows, there will be many other tax burdens besides the stamps. He reviews the situation in this comprehensive letter:

WASHINGTON, April 18.—The perfume, cosmetic, toilet preparation, soap, flavoring extract and drug industries are expected to bear a share of the enormous burden of taxation that has been made necessary by the declaration

of a state of war with Germany. Just exactly the size of the burden and the scope of the taxation has not yet been determined by either house of Congress, or even by the revenue committees of Congress.

However, the matter is being considered now by the House Committee on Ways and Means and the Senate Committee on Finance. Both committees have before them suggestions from Secretary of the Treasury McAdoo as to sources from which there can be raised some \$1,800,000,000 of additional revenue. The secretary states that his suggestions are not recommendations. He says the data are merely for the information of Congress and its committees.

Among the items suggested by Secretary McAdoo is the imposition of stamp taxes on a number of articles, which are reported to include perfumes, toilet preparations, medicines and certain other proprietary articles. The secretary estimates that \$51,600,000 can be raised by what he calls "miscellaneous stamp taxes." These include taxes on various documents and commercial instruments.

The details of the stamp taxes suggested by the Secretary of the Treasurer have not been made public officially, but it is reported that they contemplate a restoration of the stamp taxes imposed by the Spanish war revenue law, perhaps with some modifications. This law was more drastic than the so-called emergency war revenue law of three years ago, part of which was repealed last summer by Congress. The Spanish war law provided for stamp taxes on proprietary medicines, as well as on toilet preparations, perfumeries, etc. When the emergency revenue law was enacted the medicine tax was omitted.

If Schedule B of the emergency revenue law is to be re-enacted, proprietary articles, as well as perfumes and toilet preparations, will pay \$4,600,000 or more annually in taxes to help finance the German war. If Schedule B is broadened to the scope of the Spanish war revenue law, so as to cover medicines, the total contribution to Uncle Sam's coffers will be substantially more than the above figure each year. This is based on the assumption that the rate of tax will be the same, namely,  $\frac{1}{8}$  of a cent for every 5 cents of the selling price of the article stamped.

It is reported to be the intention of the Ways and Means Committee not to give hearings in connection with the preparation of the new revenue bill. If hearings are given it may be taken for granted that representatives of the perfumery and allied trades will be heard. Otherwise protests and suggestions can be made in writing to members of the Ways and Means Committee.

Members of the committee say it would be easier to guess what articles will be taxed specially to help finance the war than to tell in advance what articles will not be taxed. The intention seems to be to distribute the burdens of the war quite widely. That being the case, it seems not unlikely to men connected with the perfumery industry that that industry and the associated industries will be called upon to bear their share of the taxation burden.

The question then to determine is how the burden shall apply, and the way in which it seems most likely to be applied is by the affixing of tax stamps upon the products of the industries affected. The question is: Who shall pay the taxes? Under the Spanish war law and the emergency war revenue law the manufacturers paid the tax.

The net yield to the government under schedule B of the stamp taxes repealed last year was very small, and Treasury officials do not favor a return to the method of stamping at the factory.

From persons connected with the perfumery trade there has recently come the suggestion that any tax that may be imposed upon their industry in the form of stamps should be so arranged that the consumer, and not the manufacturer, should foot the bill. It is suggested that this result could be obtained by having the stamp affixed at the time the ultimate consumer purchases the article, and letting him pay for the stamp. This would relieve the manufacturers of the burden.

There is a similar plan in effect in Canada, and while it is said that government loses a little money due on its stamp taxes on perfumes and proprietary articles, it is argued that under the American laws it would be easier to force payment of the tax, as a revenue collector or deputy or agent could enter a store, and by looking over the stock, determine without doubt whether the revenue stamps are affixed and canceled.

Members of the Ways and Means Committee have expressed to your correspondent interest in the suggestion that the proposed tax on perfumes, etc., be so arranged that the consumer can be made to pay it. One member said that this is a universal symptom among industries that it is proposed to tax. He thought the consumer would have a full share of the burden of the war to bear anyhow, and that the manufacturers should not pass on to the consumer taxes levied upon the former.

"If there is any way to levy these proposed new taxes so that they cannot be passed on to the consumer," said this member, "you may be sure that the committee will frame the bill in that way."

However, he admitted, that in most instances there is no way certain by which manufacturers and others who are taxed can be prevented from passing the burden on to the consumer.

In whatever form the proposed stamp taxes on perfumes, etc., may be imposed, they will represent only a part of the tax burden which the perfumery, flavoring extract, toilet preparation and soap industries will have to bear. Men and concerns in those industries would be subject along with those in other lines of activity to many other taxes suggested by Secretary McAdoo, if they are enacted into law, as many of them will be.

Among these may be mentioned increased corporation and individual income taxes, an increased and probably graduated tax on excess profits, stamp taxes on bonds, certificates, entries, warehouse receipts, conveyances, notes, bills of sale, loans, insurance policies, and various commercial instruments and documents; also taxes on bills of lading, telegrams, telephone messages, tax on oil, on railroad and steamship tickets, on automobiles, etc.

It is proposed by Secretary McAdoo to raise \$5,000,000 from a tax on denatured alcohol, which is now free of duty; \$6,750,000 from additional taxation of wines, \$73,000,000 from distilled spirits, etc. On the last named a rate of \$2 per gallon is proposed by the secretary, and it is reported that the department favors making this tax and perhaps other new or increased taxes retroactive in a sense; that is, making them apply from a date preceding their enactment into law, so that huge quantities of the commodity in question can not escape increased taxation, as, for instance, in the case of distilled spirits, by being withdrawn from bonded warehouses at the present lower rate of taxation before the new higher rates goes into effect.



## PRESIDENT WILSON'S PROCLAMATION.

President Wilson, in an appeal to the nation issued on April 15, begged "all editors and publishers everywhere" to give it as "prominent publication and as wide circulation as possible." In accordance with his request we print the following:

"My fellow countrymen:

"The entrance of our own beloved country into the grim and terrible war for democracy and human rights which has shaken the world, creates so many problems of national life and action which call for immediate consideration and settlement that I hope you will permit me to address to you a few words of earnest counsel and appeal with regard to them.

"We are rapidly putting our navy upon an effective war footing, and are about to create and equip a great army, but these are the simplest parts of the great task to which we have addressed ourselves.

"There is not a single selfish element, so far as I can see, in the cause we are fighting for. We are fighting for what we believe and wish to be the rights of mankind and for the future peace and security of the world.

"To do this great thing worthily and successfully we must devote ourselves to the service without regard to profit or material advantage, and with an energy and intelligence that will rise to the level of the enterprise itself.

"We must realize to the full how great the task is, and how many things, how many kinds and elements of capacity and service and self-sacrifice it involves.

## MUST PROVIDE ENORMOUS SUPPLIES OF FOOD.

"These, then, are the things we must do, and do well, besides fighting—the things without which mere fighting would be fruitless:

"We must supply abundant food for ourselves and for our armies and our seamen, not only, but also for a large part of the nations with whom we have now made common cause, in whose support and by whose sides we shall be fighting.

"We must supply ships by the hundreds out of our shipyards to carry to the other side of the sea, submarines or no submarines, what will every day be needed there, and abundant materials out of our fields and our mines and our factories with which not only to clothe and equip our own forces on land and sea, but also to clothe and support our people for whom the gallant fellows under arms can no longer work, to help clothe and equip the armies with whom we are co-operating in Europe, and to keep the looms and manufactories there in raw material, coal to keep the fires going in ships at sea and in the furnaces of hundreds of factories across the sea, steel out of which to make arms and ammunition both here and there, rails for worn out railways back of the fighting fronts, locomotives and rolling stock to take the place of those every day going to pieces; mules, horses, cattle for labor and for military service; everything with which the people of England and France and Italy and Russia have usually supplied themselves, but cannot now afford the men, the materials or the machinery to make.

## INDUSTRIES MUST BE MORE PROLIFIC AND EFFICIENT.

"It is evident to every thinking man that our industries, on the farms, in the shipyards, in the mines, in the factories, must be made more prolific and more efficient than ever, and that they must be more economically managed and better adapted to the particular requirements of our task than they have been; and what I want to say is, that the men and the women who devote their thought and their energy to these things will be serving the country and conducting the fight for peace and freedom just as truly and just as effectively as the men on the battlefield or in the trenches.

"The industrial forces of the country, men and women alike, will be a great national, a great International Service Army—a notable and honored host engaged in the service of the nation and the world, the efficient friends and saviors of free men everywhere.

"Thousands, nay, hundreds of thousands, of men otherwise liable to military service will of right and necessity

(Continued on page 45.)

## ESSENTIAL OIL MEN TO ASSIST COUNCIL OF NATIONAL DEFENSE.

On April 23, at the Railroad Club, New York, a preliminary organization meeting of essential oil men was held under the chairmanship of Burton T. Bush, president of Antoine Chiris Co., New York. This meeting was called in response to a letter from Frank G. Ryan, president of Parke, Davis & Co., Detroit, who is secretary of the Council of National Defense, in which he said:

"The requirements of the Army and Navy Supply Departments make it necessary to procure certain amounts of essential oils and other substances in the same line. . . .

We would suggest that you call a meeting of the representative men in the essential oil trade and appoint a committee which will constitute a sub-committee of our committee [the Medical Committee] to whom all questions with reference to your products may be referred."

In response to Mr. Bush's call the following gentlemen appeared: C. Blair Leighton (W. J. Bush & Co., Inc.); George Lueders (George Lueders & Co.); Jos. Mathias (Jas. B. Horner, Inc.); Jos. Meehan (A. A. Stilwell & Co., Inc.); C. Beilstein (Dodge & Olcott Co.); C. H. Alker (National Aniline & Chemical Co.), and Carl L. Vietor (Rockhill & Vietor). Mr. Vietor was chosen as secretary.

Mr. Bush in opening the meeting said in part:

"No one can possibly foresee the exact requirements of our government in the months to come; it may be little, or it may be much, no one knows, but regardless of the extent of their requirements, it behooves us as manufacturers and merchants to do our share, and your presence here today confirms your willingness.

What our country needs more than anything just now is our assurance as a body, that we will put our hands on the same rope with the other industries of America, that we can all pull together and thereby assure a victory that will be a lasting honor to every American.

The fact that you gentlemen here who represent the essential oil trade are about to appoint a committee to assist the Medical Division does not necessarily mean that such a committee will assist in the supply of essential oils alone; I understand it to mean that the committee will assist wherever it can, for example, some of us handle balsams, others do not; some of us might have a stock of quinine, aspirin, in fact chemicals of all sorts, and others do not; therefore, it will be the object of this committee to help the medical division in every capacity of which we have knowledge."

A general call to all the essential oil and allied houses is being sent out, and another meeting will shortly be held when a committee will be appointed to act in conjunction with the Medical Committee, of which Willard Ohliger, of Frederick Stearns & Co., Detroit, is chairman.

This journal is glad indeed to assist in any way, and has placed its editorial and advertising pages at the disposal of the Government, in conjunction with many other trade publications.

A hearty response from the entire trade should be forthcoming, and we anticipate that it will be.

## BABSON'S TRADE OUTLOOK

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"INTERNATIONAL OUTLOOK—President Wilson has stated the position of the country in clear, unequivocal terms. As to how deeply we shall be drawn into the war, time only can show. At present the great preparedness program will continue to hold the center of the stage. What Germany's next move will be nobody can tell. It may be a sudden peace move, or a bold stroke on Petrograd. The Allies are looking for a political overturn in Germany. Every day will bring startling developments. *The important thing is to adjust your affairs quickly to these new conditions.*

"GENERAL BUSINESS—Extensive war preparations will be hastened with redoubled energy. More orders for provisions, uniforms, blankets and ordnance supplies will be placed. This means great productivity but not necessarily abnormal profits—perhaps only "10% above cost." Most manufacturers already have all the business they can handle, and government orders will in some cases only take the place of other more profitable business.

"It would be a serious mistake to draw a parallel between present conditions and those existing at the beginning of the Spanish-American War. Don't forget that at that time we were just recovering from a long period of depression, instead of being at the top of a period of prosperity as at present. Spring business will continue satisfactory and heavy retail buying is likely to last for several months at least. Peace moves or German successes may soon exert a downward pressure on business.

"EXPANSION—The temptation to dangerous expansion will be strong. The idea of prolonged war will encourage promoters. Although the margin of profits in most industries may not be further increased by this country entering the war, the prospects for profit and volume of business are far brighter than if peace were impending. With conditions so inflated as they are now, however, you must be cautious. Keep your eyes open for real business opportunities, but don't allow your business to get away from you.

"The tragedy of the present situation should not be underestimated. It is our opinion that Washington has been told that unless we should at once enter the conflict, the Allies would soon be in serious difficulty. Statistics clearly show that the ruthless Prussian submarine campaign is succeeding, although not as rapidly as the Prussians had expected. Unless this campaign can be checked, either by the United States Navy or by a political revolution in Germany, every ship of every nation will be swept from the seas.

"Remember that these Prussian submarines are not simply keeping supplies from England, France and Russia, but also hindering these countries from sending men and supplies to their armies in the Balkans and the far East. All of this means that, unless we had entered the war, the Allies were very liable to be defeated. Of course there may be a political overturn in Germany at any time. This could mean immediate peace. Otherwise we are in for a long, dreary war."

## OUR ADVERTISERS—XXVIII.

SWINDELL BROS.

Baltimore, Md.

Druggists', Chemists' and Perfumers' Glassware.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York, N. Y.

Gentlemen: We desire to express our high appreciation of the REVIEW, and believe it to be the most attractive journal that we receive in our office. We have been advertising with you from the first issue, and beg to state that we have secured most satisfactory results, receiving inquiries from all over the United States from perfumers and toilet goods manufacturers calling our attention to the fact that they noticed our advertisement in the REVIEW. We have made many good customers through this medium, and desire to congratulate you on your success.

Yours very truly, SWINDELL BROS.

## USE OF U. S. FLAG ON LABELS.

Counsel of the National Wholesale Grocers' Association discusses the rights of a manufacturer to use the American flag on a label. He says:

"There is no national law on this subject except the act recently enacted by Congress prohibiting the use of the United States flag for advertising or commercial purposes in the District of Columbia. The following States have enacted statutes prohibiting the use of the United States flag or any representation thereof for advertising or commercial purposes. Generally speaking, such statutes apply to the use of the flag on labels of food products:

"Alabama, Arizona, California, Colorado, Connecticut, Delaware, Idaho, Illinois, Indiana, Iowa, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Dakota, Ohio, Oregon, Pennsylvania, Rhode Island, South Carolina, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming."

## BARBERS' SUPPLY DEALERS' TO MEET.

President Bernard De Vry, of Evansville, Ind., and his associate officers of the Barbers' Supply Dealers' Association have been active recently in promoting the interests of the members. They have aroused the spirit of cooperation in many sections of the country, and new members are expected to attend the annual convention, which will be held next August in Chicago. It will be held in the La Salle hotel, and everybody in the trade, especially traveling salesmen, are invited to attend. The growing importance of the conventions of this association has been a subject of much favorable comment in the trade, and the changes wrought through its work have been of great importance. The output of barbers' supplies has increased from less than a million dollars 30 years ago to more than twenty-five millions a year in the United States, according to reliable estimates by men of experience.

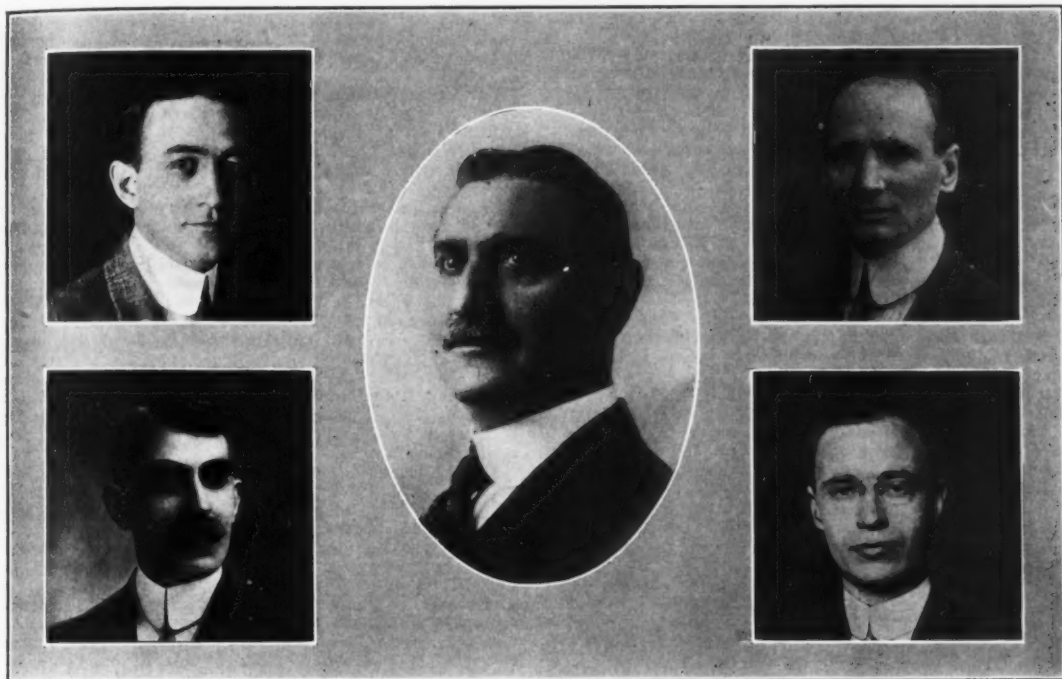
## "NO LABORATORY COMPLETE WITHOUT IT."

(From Beecham's Laboratory, Oscawana on Hudson, N. Y.)

Please change our address to Oscawana on Hudson, N. Y., on your mailing list of subscribers. We feel we would not have a complete laboratory without the AMERICAN PERFUMER, which is both interesting and instructive.

# REPORT OF PROCEEDINGS OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES

Twenty-third Annual Meeting, New York, April 10-12, 1917.



OFFICERS OF THE M. P. A. FOR THE ENSUING YEAR.

GEORGE HALL.  
A. B. CALISHER.

ADOLPH M. SPIEHLER.

G. A. PFEIFFER.  
WALTER MUELLER.

*President*—ADOLPH M. SPIEHLER, Rochester, N. Y.

*First vice-president*—GEORGE HALL, Boston.

*Second vice-president*—G. A. PFEIFFER, New York.

*Secretary*—WALTER MUELLER, New York.

*Treasurer*—A. B. CALISHER, New York.

*Executive board*—1920, W. A. BRADLEY, New York; HOWARD GOODRICH, Omaha; 1919, GILBERT COLGATE, New York; P. E. PAGE, Brooklyn; 1918, D. H. MCCONNELL, New York; VINCENT B. THOMAS, New York; GEORGE F. MERRELL, Chicago,

S. S. WEST, of Cleveland, and JAMES E. DAVIS, of Detroit, elected honorary members of the association.

The twenty-third annual meeting of the Manufacturing Perfumers' Association of the United States, held in the Hotel Biltmore in this city April 10-12, was the most notable and successful in the history of the organization. Matters of grave importance were discussed and acted upon, the war coming in for its share of attention. The association approved universal military service, pledged its loyalty to the American Government, and made a handsome contribution to the fund being raised by W. G. Ungerer to furnish and equip an ambulance for use for one year on the firing line in France. This fund, to which

contributions are still being received, had reached \$1,600 at last accounts, and perfumers and others were still sending in donations.

The papers read were interesting, timely and of positive value to the members. The entertainment features were ample and thoroughly enjoyable. After Chairman Carl Schaetzer, of the entertainment committee, had announced the program, the convention at once plunged into business.

## PRESIDENT SPIEHLER'S ANNUAL ADDRESS.

With Secretary Walter Mueller in the chair, President Spiehler proceeded with his review of the year, the chief points being quoted as follows:

"It is manifest that the Manufacturing Perfumers' Association will not reach its ultimate goal until its organization includes every manufacturer of perfumery and toilet preparations, however small or large, in the country. It is being realized more and more in the business world that real co-operation for success is absolutely essential, and with any manufacturer in our industry out of the association thorough co-operation is impossible.

"The number of committees has been materially reduced, and more work has been successfully put upon the secretary's office for execution.

"An entire new branch of work was made possible on account of the ability of our secretary. The inauguration of a new selling feature through the retail trade through-



out the country by establishing 'summer comfort week' was tried out last year during the week of July 24. Results were far beyond all expectations.

"Further encouragement is so strongly manifested that it is recommended the same method be repeated this year, but extended over a longer period and started at an earlier date. 'Summer comfort week' should be held during the period from June 24 to July 15, a time far better suited than the date selected last year.

"Credit information is now available, and is more up-to-date, reliable and directly to the point than any similar information obtainable from any other source.

"Traveling salesmen's records may be obtained through our secretary's office; better and more authentic than any individual member can secure by writing directly to former or present employers, as more time can be devoted to the investigations than firms usually can give to the matter.

"Trade Names.—As registered by the association has always been considered the important and most valuable work accomplished. This system has been greatly improved. I deem it imperative that a complete new list be compiled of all names registered up-to-date in one book, and all information secured regarding each name now registered as far as it is practical.

"Statistics of any nature of interest to our industry are being secured and inquiries invited.

"At our meeting a year ago we were weighted down with the obnoxious stamp tax, and a fair majority of our membership doubted the possibility of any relief. However, you only know too well that we did eventually win that hard and long drawn-out fight. Through the activities of this association alone, and through no other source of activities, was the stamp tax repealed.

"Through the savings brought about by the repeal of the stamps many firms in our industry were able to show a balance on the right side of their ledger at the close of the fiscal year, which would have been impossible had the tax remained in force. This immunity was secured at a time when the government not only needed the revenue, but was seeking new channels for taxation.

"This is not all. You will recall that last year your president in his address dwelt at some length upon the dangers of perfumery, toilet preparations and flavoring extracts being excluded from sale in any states, due to prohibition legislation. During the past few weeks at least 22 such bills have been introduced in the legislatures of as many states, and at present are in varied stages of advancement, but we believe that in each instance our efforts will be successful in securing amendments favorable to our products.

"Then, too, Congress has been very active along these same lines, and bills H. R. 20,361 and H. R. 20,500 were introduced, known as the Alaska and territories "bone dry" prohibition bills. When these bills were referred to a committee for a hearing our representative was the only one on hand to object to the terms of the bill, and was successful in having his amendment accepted by the committee, which will remove all doubts as to the legality of the sale in these territories and possessions of perfumery, toilet preparations and flavoring extracts when the bills are finally passed.

"The Post Office appropriation bill contained a provision making it unlawful to use the mails for transmission of advertisements soliciting the sale of liquors addressed to persons in states whose laws forbid the sale of liquor within that territory, and to transporting liquor into states whose laws forbid its use. This bill was passed and approved by the President March 3.

"An attempt was made to amend the bill so as to remove all doubt as to the prohibition of the shipping of our goods into such states, but during the closing rush of Congress no heed was paid to such requests. The matter now rests in the hands of the Treasury Department for interpretation as to what goods will be affected and how far reaching the terms of this bill may be.

"It is quite apparent that prohibition legislation will be attempted in all other states within the near future. This makes it essential to have those familiar with such matters to make it their business to conserve our welfare.

"Events in our national affairs have occurred so rapidly during the past year that government revenue measures were left by Congress to the very last. Your officers de-

voted all efforts to the repeal of the stamp tax so that the alcohol matter has been allowed to rest until now.

"Made in America' legislation has not been urged nor advanced, due solely to the pressure of other important matters.

"False labeling and advertising is being vigorously prosecuted by the Fair Trade League and advertising bureaus in general throughout the country. Members are again urged to exercise unusual care in the wording of their labels and advertising matter. If in doubt, consult our counsel.

"The Stephens-Ashurst Bill has received no further consideration on account of pressure of other matters in Congress.

"The United States Chamber of Commerce has wonderfully increased its membership and scope of usefulness.

"The Federal Trade Commission has issued an interesting booklet on 'Fundamentals of a Cost System for Manufacturers,' and a copy has been sent to each of our members.

"A year ago it was earnestly urged upon the membership to make a real attempt at the standardization of popular-priced packages, but discussions of this subject were nil and the suggestion received practically no consideration. However, the increased cost of glassware, paper boxes, labels and every conceivable material entering into the manufacture of our preparations have forced the majority of our members to do what they dared not undertake themselves either individually or collectively. To those who have failed to so amend their output to properly cope with existing conditions, we can only extend our sympathy, for we have to only refer to the history of our industry to see the ultimate results of adhering to old-time established practices.

"At the beginning of last year an opinion was expressed that the name, the Manufacturing Perfumers' Association of the United States should be changed. In my work as your president I now fully realize the fatal mistake in changing the title for the reason that our association is now being recognized as an important factor not only in Federal legislation, but legislation of separate states as well. We are constantly being referred to and appealed to to lend assistance in the furthering of legislative matters that might be detrimental not only to our branch, but to other branches of allied trades.

"Only recently our assistance was sought by a very large corporation, outside of the Association, manufacturing goods not in our line, to aid them in securing favorable rulings in the Treasury Department to enable them to have refunded stamps which were placed on goods unsold at the time the stamp tax was repealed.

"The American Perfumers' Association has been in the field of active work for 23 years; it has made a strong impression through the untiring efforts of its members, and the title is as valuable to each and every member as your individual trade name that you have advertised for an equal period of time.

#### AMERICAN MADE PERFUMES IN THE ASCENDANCY.

"Business during the past year has been the largest in volume ever known in the history of our industry. American made perfumes and toilet articles have attained a higher standard than ever before. The marked advancement in the style and quality of our productions is notable. Within the terms of your president's incumbency, the high retail prices, now readily paid by consumers, were considered well-nigh impossible.

"Moreover, there is a universal tendency to produce goods to retail even at a higher price, and the demand for quality perfumes and toilet preparations continues stronger than ever before known in the history of our industry. For the first time the American manufacturer has reached with his product an even plane with foreign made goods; in fact, we are, in many instances, outdoing our business rivals, across the water.

"There is no reason why this advance in standard quality, price and output should not continue. We have demonstrated beyond all doubt to the purchasing public that American made goods are second to none. That public now knows the values offered by American manufacturers, dollar for dollar, surpass the values offered to the consumer in foreign made articles.



"I wish to thank not only the members of the various committees, but each individual member, active and associate, the trade papers connected with our industry, for the hearty co-operation and support that has been given this administration. Without it the results could not have been so important, nor the prospects for the future so bright."

#### REPORTS OF THE SECRETARY AND TREASURER.

Secretary Mueller in his annual report gave the statistics of membership, which, including elections at this meeting, show a satisfactory net gain of six over the previous year. The present membership is as follows: Active, 71; associate, 66; honorary, 7; total, 144. Additions to the active list:

Hall & Ruckel, New York City.  
Northam Warren Corporation, New York City.  
W. T. Rawleigh Co., Freeport, Ill.  
J. R. Watkins Medical Co., Winona, Minn.  
Barclay & Co., New York City.  
Imperial Hygienic Mfg. Co., New York City.  
Philo Hay Specialties Co., Newark, N. J.  
Rejane Co., Portland, Me.

#### Additions to the associate list:

Julius Schmid, Inc., New York City.  
Commonwealth Chemical Corporation, Hoboken, N. J.  
C. G. Euler, New York City.  
Chas. E. Ising, New York City.  
Essential Oil Specialties Co., Inc., Grassland, Pa.  
Rub-No-More Co., Ft. Wayne, Ind.  
O. A. Brown Co., Inc., New York City.  
Russell & Co., New York City.  
Fries & Fries, Cincinnati, Ohio.

#### Added to the honorary list:

Frank B. Marsh, of New York.

Secretary Mueller's report further showed that the total imports of perfumery and other toilet preparations for the year ending June 30, 1916, amounted to \$2,100,682, an increase of 25 per cent. over the previous year. The duties collected by the government amounted to \$1,373,066.01. The increase was largely represented by higher values on foreign goods, and not by larger quantities of imports.

The report gives details of the work done by the credit and salesmen's information service, trade name registration bureau and the success of "Summer Comfort Week." Mr. Mueller praises the efforts of the assistant secretary, Emmet B. Keller.

Treasurer A. B. Calisher presented a detailed balance sheet and financial statement. The receipts for the year, including balance of \$3,767.71 from a year ago, amounted to \$9,402.76. The expenditures during the year were \$5,068.01, leaving a balance April 9, 1917, of \$4,334.75. The association's total resources on the latter date, including bonds, etc., amounted to \$9,237.90, not including office fixtures and uncollected dues.

Mr. Calisher reported that the Voluntary Ready Relief Fund had not received proper attention, and urged that the responses should be more general.

W. A. Bradley and C. F. Butz were appointed a committee to audit the treasurer's accounts. Their favorable report was unanimously adopted.

Telegrams of regret at being absent and felicitations for the members were received from Alois von Isakovics, of the Synfleur Scientific Laboratories, Monticello, N. Y., and Paul Rieger, of San Francisco.

President Spiehler made a report of the work of the executive board, whose members he praised for their devotion and hearty co-operation during the year. The

suggested change in name of the association had been carefully considered and dropped when sentiment of the members was found to be divided. Ways and means for eliminating the alcohol tax on perfumery are being actively planned. The proposition to incorporate the association was referred to the annual meeting. Preparations also are being made by the board to safeguard the interests of the industry in tax legislation, which is expected to raise funds to meet the huge war expenses of the near future.

#### REPORT OF THE COMMITTEE ON LEGISLATION.

Gilbert Colgate, of the committee on legislation, reported that since the repeal of the stamp tax, the activities of the committee have been devoted to these two very important matters: First—To securing an extension of the free alcohol law so as to cover the products of our industry, or the enactment of the legislation giving our trade the benefit of alcohol taxed at a lower rate than that applicable to beverage spirits. Second—To following the prohibition movement in Congress and in the states with a view

#### Elected Board Members for Three Year Terms.



HOWARD GOODRICH.



W. A. BRADLEY.

to preventing hasty or ill-advised legislation not designed to restrict the operations of our trade, but possibly having such an effect in practical operation.

Mr. Colgate said the association's legal department has been making an exhaustive study of the alcohol situation with a view to taking the matter up comprehensively and energetically in the near future.

President Spiehler called up the subject of legislation in the future by Congress for taxation to meet the costs of war.

P. E. Page asked for a statement from W. L. Crounse, Washington representative of the association. Mr. Crounse outlined the situation briefly.

#### COMMISSIONER HARTIGAN FOR "MADE IN AMERICA."

Joseph F. Hartigan, Commissioner of Weights and Measures of New York, made a happy address. He said in part:

"There are some things, however, which in this particular day, because of the strong atmosphere which has been created by the declaration of war against a foreign power, gives us cause for encouragement, and one of these is a movement which was started three years ago, having its inception here in the city of New York, namely, the 'Made in the U. S. A.' movement, and that movement might be taken advantage of by American manufacturers and American merchants, particularly at this time, not so much in a desire to bar out the imported article, that is the imported finished product, but to give zest from a

mercantile standpoint to the patriotic fervor of our people, the rousing of them to patriotic interest, not only in the building up of naval, military and agricultural establishments, but in the building up of a spirit that in American goods there is the same genius, the same talent, the same thoroughness as has been found in the past and in the present in the foreign made article." (Applause.)

Theodore Ricksecker spoke of the campaign in favor of "Made in America" perfumery and of its growth.

Later in the session the subject was again considered and a resolution adopted calling for a law to enforce "Made in U. S. A." labels on goods made in this country.

A paper by Mr. Ricksecker, on the "History of the Perfume Industry," was presented to the association. It will appear in full in the official minutes.

T. W. Van, who was unable to remain, praised the work of the association's counsel, Abel I. Smith, Jr., and declared that the Manufacturing Perfumers' Association had given greater service to his corporation than had any of several others of which it was a member.

#### PRODUCTION OF VOLATILE OILS IN THE UNITED STATES.

Dr. W. W. Stockberger, physiologist in charge of Drug Plant and Poisonous Plant Investigations of the Bureau of Plant Industry, at Washington, delivered an address on the production of essential oil bearing plants in the United States. Lantern slide views were given of the Experimental Garden at Arlington, showing perfume roses in the foreground. Some forty varieties of roses are being propagated with the hope that oil of rose may be produced in this country. Various plants, including lavender, anise, peppermint, caraway, etc., with numerous experimental gardens, were illustrated. The address was interesting and instructive, giving, as it did, a panorama of the researches being made by the government in practical plant culture.

Howard S. Neiman, attorney, next presented a comprehensive paper on "Patent and Design Protection." This paper will be published in a later issue.

#### ELECTION OF OFFICERS FOR THE ENSUING YEAR.

Williard A. Walsh and Monroe P. Lind were appointed inspectors of election and nominations were presented to the convention. Mr. Calisher, in proposing the re-election of President Spiehler to serve a fourth term, spoke highly of his services, and urged that in this critical era it would be unwise to make a change. After Mr. Spiehler had suggested others were equally deserving of the honor, the members unanimously and by a rising vote re-elected President Spiehler.

President Spiehler appointed this committee on nominations: W. H. Loveland, C. A. Myers, C. A. Humphreys, A. D. Henderson and C. H. Stuart. This committee later reported the list of officers given on page 35. The newly elected board members are Messrs. Bradley and Goodrich for three-year terms. Paul Watkins, of Winona, Minn., suggested for one of the vacancies, declined the honor.

The new officers were installed, and Messrs. Spiehler, Hall and Goodrich made appropriate remarks.

#### REPORT OF THE COMMITTEE ON RESOLUTIONS.

C. A. Humphreys presented the report of the committee on resolutions. Resolutions 1, 2 and 3 respectively, thanked the officers for their good work, the speakers at the convention and the entertainment committee.

No. 4. Resolved, That we thank the trade papers connected with our industry for their co-operation during the last year, and that we request them to continue with their good work.

THE PRESIDENT—We all understand the importance of the work which has been accomplished by the trade papers. Without their assistance I doubt whether we would have been able to accomplish as much as we have. (Adopted.)

No. 5. Resolved, That the secretary be directed and empowered to reprint in one volume the trade names now listed with the association; and that one copy of this new volume be sent to each active and associate member. (Referred to executive board.)

No. 6. Whereas, The propaganda work of the Association conducted last year as the "Summer Comfort Campaign" was effective; be it

Resolved, That this work be continued in more elaborate form by the secretary under the direction of the executive board; and be it further

Resolved, That new circulars be printed outlining the plans of the campaign, and that all printed matter, intended for distribution to dealers, or to the public, be furnished to members at cost. (Adopted.)

#### PROTEST AGAINST WAR STAMP TAXATION.

No. 7. Whereas, We learn from publications in the daily press that Congress is contemplating the re-imposition of Schedule B of the Emergency War Revenue Act, which places stamp taxes upon the products of our industry, and at the same time proposes to increase the rate of tax on distilled spirits, including alcohol, the result of which would be to increase enormously the cost of producing the bulk of the articles which we manufacture, thus burdening us with a heavy impost specially levied upon our industry, in addition to the income taxes, excess profit taxes, customs duties and other burdens which we bear in common with other citizens; and

Whereas, The experience in the past under Schedule B has demonstrated the fact that, in view of the cost of its execution and its restrictive effects upon the production and sale of articles containing alcohol, these stamp taxes have furnished no net revenue to the government; therefore, be it

Resolved, That the Manufacturing Perfumers' Association of the United States, in annual convention assembled, while expressing the willingness of its members to bear cheerfully their full share of the burdens of the government in this great crisis, earnestly protests against being singled out as an object of special taxation; and, be it further.

Resolved, That a copy of this resolution be sent to the members of Congress.

THE PRESIDENT—This resolution really entails considerable important matters. We do not want to be imposed upon again by having thrust upon us this tax. We hope that we will have the individual co-operation of each member.

MR. SMITH—That resolution is to be gotten up in either printed form or mimeographed and sent to each individual member of Congress. It will be signed by the president and attested by the secretary—that is the resolution Mr. Colgate suggested the other day that we should get up, and I think it is all right.

THE PRESIDENT—Is there any further discussion of this matter? If not, we will put to vote Mr. Thomas' motion that the resolution be adopted.

(The motion was put to vote and carried.)

No. 8. Whereas, The activities of the association have become more elaborate, and now involve the collection and expenditure of larger sums than in the past, be it

Resolved, That to lift from individual members all financial responsibility for acts undertaken in the name of the association, the executive board be directed to incorporate this association as a limited liability corporation under the following name, The Manufacturing Perfumers' Association of the United States.

MR. KRANK—Would it not be well to add an amendment to the resolution providing that if they find the laws

of this state, or another state, will allow them to do so, that they pass the responsibility from the membership to the directors?

(The resolution as amended was adopted.)

No. 9. Whereas, The suggestion regarding a change in the name of the association has been put forward, and

Whereas, The suggested name has always been identified in the public mind with insecticides, disinfectants, antiseptic washes and similar products, be it

Resolved, That after mature consideration we strongly disapprove of any change in the name, and we strongly recommend the present name be retained. (Adopted.)

No. 10. Whereas, This association in convention assembled has twice condemned the use of misleading labels on perfumes and toilet preparations, and

Whereas, Such false labels, especially those that are false and misleading with respect to the ostensible country of origin, works injury to American perfumers, be it

Resolved, That this convention reaffirm its condemnation of this reprehensible practice, and that before the conclusion of the present meeting a general agreement should be arrived at, and the agreement should define the policy of the association in striving for the elimination of this abuse.

THE PRESIDENT—Has our counsel anything to say on this resolution?

MR. SMITH—I can only reiterate what I have said before, and that is where any manifest cases of misbranding come to your attention I wish you would send them to me. I should be only too glad to take action upon them. I have taken up three cases within the last year, and think I have been somewhat successful in stopping it. One of these cases I had occasion to threaten the man with not only criminal prosecution, but with a civil suit for infringement, and there is no doubt in the world that the various states, particularly New York State, would prosecute these cases vigorously. (Resolution adopted.)

Resolution 11, as reported, extended good wishes to the Republic of France, "mother of the perfume industry," and suggested a contribution to the ambulance fund of \$100. The resolution was debated at some length.

Mr. Montgomery spoke strongly in favor of the movement. The ambulances help not only the French wounded, but also the Germans who fall within the lines. It represents, he said, the American Government and helps repay our debt to France, being at the same time without injury to the German peoples. Mr. Montgomery's only son is in the service.

The following substitute, presented by Walter Mueller, was adopted after Messrs. Colgate, Burns, Smith, McConnell and Burr had spoken:

Whereas, There is a relation of close and long standing existing between our industry and many French manufacturing houses; and,

Whereas, An effort is being made to give tangible expression to the appreciation of this relation by the contribution to the American Ambulance Corps in Paris of an ambulance completely equipped for one year's work; now, therefore, be it

Resolved, That the Manufacturing Perfumers' Association of the United States, in convention assembled, heartily endorse this movement; and be it further

Resolved, That the Manufacturing Perfumers' Association of the United States recommend to its members contributions towards the ambulance fund inaugurated by Mr. Wm. G. Ungerer.

Resolution No. 12 expressed profound sorrow for the regrettable deaths of these members: Charles Henry Selick, New York; Frank F. Drexel, Baltimore; Nathan Calisher and Percy C. Magnus, of New York City.

No. 13. Whereas, There is now pending in the Congress of the United States a bill requiring universal military service as suggested by the President of the United States in his message to Congress; now, therefore, be it

Resolved, That the Manufacturing Perfumers' Association of the United States heartily endorse such policy and the proposed legislation. (Adopted.)

Mr. McConnell suggested in addition that the association should pass a resolution expressing itself as standing squarely behind the President. Mr. Burr read the pledge given by the New York Chamber of Commerce, and its sentiments were approved.

Mr. Smith then read a similar pledge adopted by the Freundschaft Society, and which had just been handed to him by Mr. Bomeisler. This also was approved. Then Mr. Smith read the following, which was adopted:

Whereas, A state of war exists between the Imperial German government and our country; and,

Whereas, It is fit and proper at this time that all patriotic citizens declare their loyalty and tender their support to the Government of the United States; now, therefore, be it

Resolved, That the Manufacturing Perfumers' Association of the United States hereby pledge to the Government of the United States of America its complete and undivided loyalty, and its utmost support and allegiance, without conditions or reservations; and, be it further

Resolved, That a copy of this resolution be mailed to the President of the United States and to the members of Congress.

No. 14. Whereas, Mr. Louis Spencer Levy, editor of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, has been of invaluable assistance to us in furthering the increase of our membership, be it

Resolved, That a vote of thanks be extended to Mr. Levy for his long and continued interest in the progress and welfare of the association. (Adopted.)

Resolution No. 15 extended thanks to the managers and employees of the Hotel Biltmore for their good services and uniform courtesy.

THE PRESIDENT—I overlooked calling for discussion on the subject "Made in America." Does anybody wish to say anything on that topic?

MR. THOMAS—I should like to request the secretary to prepare a resolution, to be adopted by the association, that we go on record as advocating a law compelling every manufacturer in America to put a label on his goods, or add to the principal label now on his goods, if it is possible the bottom of the condition that Mr. Hartigan told us, "Made in the U. S. A.," so that we could get right to about. I put that in the form of a resolution.

MR. KRANK—I will support it.

(The resolution was duly adopted.)

MR. BUCK—Does that mean that every container shall have the legend "Made in the U. S. A.," or does that just mean the box?

MR. THOMAS—Every individual container, no matter what its quantity or shape. Not the outside wrapper, but each individual package handed to the consumer.

After some routine the meeting ended.

#### Social Features of Convention and Banquet.

The entertainment features began with a theatre party on the evening of April 10. The Princess theatre was well filled with the members, their ladies and other guests, all of whom enjoyed the performance of "Oh, Boy!" This was followed by a supper party and dance at the Hotel Biltmore. This also was a pleasurable success.

The banquet at the Biltmore on the evening of the 12th was a noteworthy event. The menu was especially appetizing, and a bright feature was the presence of the ladies. As President Spiehler aptly said: "If any future entertainment committee desires to become unpopular, all it need do is to exclude the fair sex from our banquet." The banquet room was bedecked with flags, and over the

speaker's table was a large illuminated sign reading: "My Country, Right or Wrong!"

At the speakers' table besides President Spiehler there sat the toastmaster, D. H. McConnell, together with Dr. E. E. Pratt, S. S. West, John B. Stanchfield, Burr McIntosh and Theodore Ricksecker.

Toastmaster McConnell praised the great work done under President Spiehler's administrations. Mr. Stanchfield made a stirring appeal to the diners "to aid in the great struggle between democracy and autocracy." He referred to the aid France gave to America in the former's struggle for freedom, and urged that all possible help be now given to France in return.

Burr McIntosh made a vehement plea for universal military training and general preparedness. He urged loyalty to the flag and to the President in the war crisis.

Senator Calder was unable to be present on account of the pressure in Washington due to the war.

Following the banquet there was a dance.

#### Present at the Convention.

##### ACTIVE MEMBERS.

Aubry Sisters, Inc.....New York City.  
A. S. Aubry, P. J. Aubry, C. F. Booth.  
Ayer, Inc., Harriet Hubbard.....New York City.  
Vincent P. Thomas.  
Babcock Co., A. P.....New York City.  
L. E. K. White, H. Henry Bertram, H. Thorne.  
Bradley & Son, D. D.....New York City.  
W. A. Bradley.  
California Perfume Co.....New York City.  
D. H. McConnell, A. D. Henderson.  
Calisher & Co.....New York City.  
A. B. Calisher, Jos. Calisher.  
Colgate & Co.....New York City.  
Gilbert Colgate, Chas. F. Butz.  
Goodrich Drug Co.....Omaha, Neb.  
Howard Goodrich.  
Hall & Ruckel.....New York City.  
W. Robert Smith.  
Hudnut, Richard.....New York City.  
G. A. Pfeiffer, A. A. Fonda.  
Ingram Co., Frederick F.....Detroit, Mich.  
Charles H. Harrington.  
Jennings Mfg. Co.....Grand Rapids, Mich.  
Walter W. Fox.  
Koken Barbers' Supply Co.....St. Louis, Mo.  
T. W. Van.  
Krank Mfg. Co., A. J.....St. Paul, Minn.  
A. J. Krank.  
Lazell, Perfumer.....Newburgh, N. Y.  
R. H. Cathcart, Jr.; L. W. Halk, J. F. Cunningham,  
F. K. Woodworth.  
Loveland Co., William H.....Binghamton, N. Y.  
W. H. Loveland.  
Lundborg Co., The.....New York City.  
Edwin T. Booth.  
Macy & Co., R. H. (Abraham & Straus).....New York City.  
C. A. Myers.  
Meyer Brothers Drug Co.....St. Louis, Mo.  
O. P. Meyer.  
Michigan Drug Co., The.....Detroit, Mich.  
J. W. Smart.  
Oxzy Company.....New York City.  
Herbert Turrell, Richard E. Labar.  
Parfumerie Marceau, Inc.....New York City.  
George Marceau, I. S. Zeluff.  
Philo Hay Specialties Co.....Newark, N. J.  
Wm. Hardham.

Pond's Extract Company.....New York City.  
C. M. Baker.  
Rejane Co.,.....Portland, Me.  
N. F. Hoxie.  
Ricksecker Co., The Theo.....New York City.  
Theo. Ricksecker.  
Royce Co., The Abner.....Cleveland, Ohio.  
S. S. West.  
Schandein & Lind Co.....Philadelphia, Pa.  
Monroe P. Lind.  
Selick, C. H.....New York City.  
Geo. Selick.  
Smith, Kline & French Co.....Philadelphia, Pa.  
J. Clifton Buck, Jr.  
Spiehler, Inc., Adolph.....Rochester, N. Y.  
A. M. Spiehler, Oscar B. Spiehler.  
Stearns & Co., Frederick.....Detroit, Mich.  
F. Christ.  
Stuart & Co., C. H.....Newark, N. J.  
C. H. Stuart.  
Talcum Puff Co., Inc.....Brooklyn, N. Y.  
P. E. Page, C. S. Humphreys.  
Tokalon, Inc.....New York City.  
F. B. Martin, A. H. Hill.  
United Perfume Co.....Boston, Mass.  
George Hall.  
Vantine & Co., Inc., A. A.....New York City.  
Walter Mueller.  
Vivaudou Co., Inc., V.....New York City.  
Victor Vivaudou.  
Warren Corp., Northam.....New York City.  
Northam Warren.  
Watkins Med. Co., J. R.....Winona, Minn.  
Paul Watkins, C. L. King.  
Woodworth Sons Co., The C. B.....Rochester, N. Y.  
Edwin H. Ross.  
Wrisley Co., Allen B.....Chicago, Ill.  
George F. Merrell, Jos. A. Barry.

##### ASSOCIATE MEMBERS

Addison Lithographing Co.....Rochester, N. Y.  
W. H. Green.  
Alderman-Fairchild Co.....Rochester, N. Y.  
W. H. Green.  
American Can Co.....New York City.  
Edmund Hoffman, G. E. Fisher, Hugh Beeson.  
Bellaire Bottle Co., The.....Bellaire, Ohio.  
E. C. Van Slyke.  
Bernard-Escoffier Fils.....Grasse, France.  
W. A. Sherry.  
Brown Co., Inc., O. A.....New York City.  
O. A. Brown.  
Brass Goods Mfg. Co.....Brooklyn, N. Y.  
F. S. Hyatt.  
Buedingen & Son, William.....Rochester, N. Y.  
Karl Voss.  
Bomeisler, Carl.....Long Island City, N. Y.  
Carl Bomeisler, O. Sondhelm.  
Burt Co., Ltd., F. N.....Buffalo, N. Y.  
Miss Mary R. Cass, Chas. M. Boscowitz.  
Bush & Co., Inc., W. J.....New York City.  
C. Blair Leighton, R. S. Swinton.  
Carr-Lowrey Glass Co.....Baltimore, Md.  
Carl G. Hilgenberg, Walter R. Leach, William Orem,  
A. F. Kammer.  
Chiris Co., Antoine.....New York City.  
B. T. Bush, H. McKenzie, R. G. Callmeyer.  
Compagnie Morana.....New York City.  
Carl Schaezter, Williard A. Walsh, Warren E. Burns.  
Commonwealth Chem. Corp.....Hoboken, N. J.  
Dr. F. E. Stockelbach.





Banquet of the Manufacturing Perfumers' Association, Biltmore Hotel, New York, April 12, 1917.

Present at the  
Manufacturing Perfumers' Association of the United States  
The Biltmore Hotel, New York  
April 12, 1917

Dupont, Justin .....Argenteuil, France.  
E. H. Burr, Geo. Silver.

Essential Oil Specialties Co.....Grassland (Del. Co.), Pa.  
E. H. Burr, Gustave Mahlick.

Euler, C. G.....New York City.  
C. G. Euler.

Fox & Sons, Inc., H. C.....Philadelphia, Pa.  
Geo. N. Hanna.

Fries & Fries.....Cincinnati, O.  
George G. Fries.

Fritzsche Brothers .....New York City.  
F. E. Watermeyer, Julius Koehler, A. W. McKey.

Heine & Co.....New York City.  
F. E. Toennies, P. Schulze-Berge, Jr.; H. W. Ferguson.

Hutchinson, D. W.....New York City.  
D. W. Hutchinson.

Ising, Chas. E.....New York City.  
Chas. E. Ising, Chas. Pfaff.

Krause, Richard M.....New York City.  
R. M. Krause, J. M. Lawrence.

Lorscheider-Schang Co., Inc....Rochester, N. Y.  
E. N. Lorscheider.

Lueders & Co., George.....New York City.  
E. V. Killeen.

Magnus, Mabee & Reynard, Inc..New York City.  
P. C. Magnus.

Maschmeijer, Jr., Aug.....Amsterdam, Holland.  
W. A. Sherry.

Metal Package Co.....Brooklyn, N. Y.  
A. E. Bruns, Jules Smucker, E. M. Kaylor.

Munter Co., Philip.....New York City.  
Philip Munter, A. H. Bergmann.

Peerless Tube Co.....New York City.  
G. H. Neidlinger.

Rockhill & Victor.....New York City.  
Carl Victor, J. D. Lawson, H. P. Dunkley.

Roure-Bertrand Fils .....Grasse, France.  
E. H. Burr, Geo. Silver.

Rub-No-More Co.....Fort Wayne, Ind.  
John A. Berghoff.

Russell & Co.....New York City.  
C. A. Russell.

Ryland, H. C.....New York City.  
H. C. Ryland.

Schmid, Inc., Julius.....New York City.  
C. F. Schmid, C. O. Kenworthy.

Schmitt & Co., Inc., Geo.....Brooklyn, N. Y.  
Geo. Schmitt, Wm. Gunther, M. J. Yost.

Schultz Co., Lightfoot.....Brooklyn, N. Y.  
G. L. Schultz.

Shipkoff & Co.....Kazanlik, Bulgaria.  
B. T. Bush.

Swindell Bros. ....Baltimore, Md.  
W. E. Swindell, H. O. Brawner.

Ungerer & Co., Inc.....New York City.  
W. G. Ungerer, F. H. Ungerer, P. R. Dreyer, F. B. Marsh.

Van Dyk & Co.....New York City.  
S. Iserman, Max Iserman, J. Siegel, F. H. Rohter, A. Techow.

Waterbury Paper Box Co.....Waterbury, Conn.  
F. L. Butz.

Webb & Son, Jas. A.....New York City.  
W. W. Davis, A. T. Wartman.

Whitall Tatum Co.....New York City.  
M. S. Osborn.

Whittaker Co., W. H.....New York City.  
S. H. Clark, W. R. Morpeth.

Wirz, Inc., A. H.....Chester, Pa.  
A. Herman Wirz.

Young Co., Richard.....New York City.  
James M. Montgomery.

U. S. Metal Cap & Seal Co.....New York City.  
H. F. Snyder, D. F. Dodds.

## VISITORS.

Bamberger & Co., L.....Newark, N. J.  
Pasqual Guerrieri.

Borgfeldt Co., George.....New York City.  
Theo. Bahner.

Bourjois & Co., A.....New York City.  
H. B. Grubb.

Carlton Soap Co.....Camden, N. J.  
Monroe V. M. De Mott.

Lit Bros. ....Philadelphia, Pa.  
W. A. Fenton.

Remiller Co.....New York City.  
H. E. Miller.

Vosburgh, E. A.....Chicago, Ill.

Sparhawk, Chas. V.....New York City.

Stanley Mfg. Co.....Dayton, O.  
Geo. F. Stanley.

## LEMON GRASS OIL FROM INDIA.

Lemon grass oil shipped from Cochín is occasionally found to be "insoluble" when submitted to the usual test with 70% alcohol. A sample of oil distilled from "white-stemmed" lemon grass (*Cymbopogon flexuosus*, Stapf), examined in 1913, resembled citronella oil rather than a true lemon grass oil. A further specimen has therefore been obtained, and its source identified as *C. flexuosus*, Stapf, f. *albescens*, a color variety of ordinary Cochín lemon grass. The following are the constants determined for this specimen, and for the earlier specimen respectively:—Sp.gr. at 15°/15° C., 0.915, 0.909; rotation (100 mm., 22°C.), too dark, — 10° 50'; aldehydes, 81.9% solubility (80% alcohol) sol. in 0.7 vol., turbid in 4.5 vols., sol. in 0.8 vol., turbid in 4 vols.; (70% alcohol), not sol. in 5 vols. at but 15°C., sol. in 2.5 vols. at 20° C., not sol. in 5 vols. The new sample is therefore a normal lemon grass oil, and hence "insolubility" is not due to inclusion of other grasses. It is probably due to distillation being carried too far.—*Abstract in Journal of Society of Chemical Industry.*

## FLORIDA AS A CAMPHOR PRODUCER.

Florida now is producing 40 tons of crude camphor yearly. A few years ago when it looked as if the United States would get into serious trade difficulties with Japan, the office of drug plant and poisonous plant investigation of the Bureau of Plant Industry, United States Department of Agriculture, undertook to develop a domestic supply of camphor, which previously had been imported almost exclusively from Formosa. After a series of experimental plantings in various localities it was found that the natural habitat of the camphor tree seems to be Florida. As a result yearly crops are now gathered in Florida which are already of commercial importance.

## Probably for Use in the Trenches.

A French perfume manufacturing company has constructed a portable distillery to obtain extracts from either wild or cultivated flowers in the regions in which they grow.—*Exchange.*

## Soap Section Interesting and Profitable.

(From George T. Walker, of the Van Tilburg Oil Co., Minneapolis.)  
I have found your Soap Industry Section very interesting and profitable. Articles such as that on the Varentrapp reaction always are welcome.

# MODERN DENTIFRICES

George E. Thomas and A. Alexander

(Continued from page 8, March, 1917.)

A theory has been advanced by Prof. Geis and others that alkaline dentifrices form a condition in the mouth favorable to the growth of bacteria, because they inhibit salivary afterflow, because they render the teeth slippery during brushing, therefore requiring more friction than may be desirable for the removing of bacterial deposits and food debris, and provide various substances that nourish oral bacteria and stimulate their growth. To overcome this condition the use of dentifrices with acid reaction has been advised. As a result of this, dental creams of this type have appeared on the market. In these no soap or chalk are used. A recent sample of this type indicated that it contained tartaric and citric acid, sugar and kaolin, to which had been added glycerine as a softener, and either tincture of fresh orange peel or an

lather in brushing the teeth, it will undoubtedly take some time for pastes of the types just described to be generally used. It is furthermore an open question as to just what type of dentifrices is best adapted for use, and much can be said pro and con on all sides.

In order to give a clear idea as to just what substances enter into dentifrices, the accompanying table taken from a recent article from *Lancet* will more intimately show the composition of dentifrices.

As regards the necessary equipment for the manufacture of tooth paste, this to a great extent depends upon the quantity to be turned out. A sifter for sifting the powders is necessary, as well as a suitable mixer, preferably porcelain lined. As regards the filling of these pastes, it is better to use a worm filler than compressed air type, as it is

THE COMPOSITION OF DENTIFRICES.

Number of Dentifrice Powder	Moisture %	Ash %	Insoluble Ash (chiefly Chalk) %	Soluble Alkali as Na <sub>2</sub> O %	Alcoholic Extract (chiefly Soap and Glycerin) %	Microscopical Observations	Antiseptic Agents
1	0.54	88.82	88.12	0.68	0.46	Uniformly sized chalk particles, with a few angular pieces; starch present.	Aromatics
2	8.27	63.28	62.56	0.64	3.20	Uniformly sized chalk particles, but not well levigated; starch present.	Phenols.
3	7.15	36.00	32.33	3.25	2.40	Starch granules, fine chalk, particles, but not uniformly distributed.	Aromatics.
4	1.50	82.00	77.50	3.95	3.00	Well-levigated, uniformly sized chalk particles, quite non-gritty.	Essential oils, peppermint.
5	Nil	71.20	66.43	4.23	10.40	Well-comminuted chalk, with starch granules, non-gritty.	Wintergreen.
6	3.50	59.50	47.91	1.40	4.40	Fine, smooth chalk particles, non-gritty.	Clove, essential oils, available oxygen.
7	3.20	64.80	60.90	3.38	16.04	A finely comminuted powder, free from irregular particles.	Oxygen and thymol.
PASTE							
8	2.00	31.80	11.20 (silica)	0.53	36.84	Irregular sized mineral particles, with starch granules.	Aromatics.
9	32.75	33.00	29.13	3.44	34.20	Smooth and well-comminuted chalk quite free from gritty particles.	Peppermint, thymol.
10	26.31	21.44	14.74	5.91	42.64	Particles irregular in size, comminution not good.	Thymol, wintergreen.
11	14.62	13.21	11.16	1.37	51.44	Starch granules and a few irregular mineral particles.	Aromatics.
12	26.62	21.12	16.98	3.67	53.36	Contained a well-comminuted powder, perfectly smooth and free from grit or irregularities.	Benzoic and essential oils, peppermint, etc.
13	18.58	32.43	20.20	10.80	35.44	Irregular particles; the chalk not sufficiently comminuted; some starch.	Essential oils.
14	23.10	36.58	36.04	0.47	32.00	Very fine and smooth chalk particles well comminuted.	Menthol.
15	20.35	19.32	18.61	0.60	51.64	Somewhat coarse particles, showing defective levigation; some starch.	Thymol, eucalyptus.
SOAP							
16	5.60	35.70	22.98	11.20	71.42	Good round particles of chalk, but capable of further levigation.	Aromatics, essential oils.
17	4.89	28.44	13.86	12.20	81.25	Good smooth and regularly sized chalk powder present.	Essential oils, perfume.
FLUID							
18	99.83 (alcoholic)	Nil	.....	.....	.....	Clear fluid.	Essential oils, menthol.
19	72.02 (alcoholic)	1.63	Nil	1.40	27.98	Clear fluid.	Aromatic and essential oils.

alcoholic solution of oil of sweet orange for flavor. The method of manufacture of a paste of this kind is practically the same as all tooth pastes, and needs no further elucidation.

More recently another idea has been instituted in the manufacture of tooth pastes, namely, to digest the film which forms on the teeth through the use of active pepsin. The activating agent is formed by making an acid salt of pepsin from calcium phosphate and hydrochloric acid. As a polishing material in this paste calcium phosphate is employed, and it also contains some glycerine, water and alcohol.

Taking into consideration the fact that the public has been educated to the use of dentifrices which form a

advisable to exclude as much air as possible during the filling of the cream. In some cases it is necessary to pass the paste through an ointment mill in order to break up the lumps and give a smoother consistency. In storing any of the oils it is better to keep these in the original packages unopened as less deterioration is apt to result. The general layout of the work depends upon the available space, though it is far more convenient when possible to make the cream on one floor and run it down to the filling machine and finishing departments on the floor beneath.

## The One Best Bet on Easy Tasks.

The easiest task a business man is ever called upon to perform is to induce an employee to accept an increase in salary.—*Western Druggist*.



#### OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Frank L. Beggs, of Newark, Ohio, president of the Flavoring Extract Manufacturers' Association of the United States, Inc., has issued a call for a meeting of the executive committee of the organization to be held in this city on Friday, April 27. The meeting will begin at 10 o'clock in the morning, and will be held in the Hotel Astor. One of the matters to be considered will be the selection of the place for holding the annual convention of 1917, and the arrangement of plans for it.

Circular 55, issued April 19, is devoted to bone dry legislation in Georgia. The officers warn that there is danger of the druggists trying to get control of the manufacture and distribution of flavoring extracts and soda water flavors. Prompt attention of members is urged in combatting the menace.

#### SODA WATER FLAVORS ASSOCIATION.

Thomas E. Lannen, of Chicago, secretary and attorney of the Association of National Manufacturers of Soda Water Flavors, has issued monthly Circular No. 5, which deals with express rates on soda water flavors and quotes Official Express Classification No. 24 for the benefit of the members. Mr. Lannen holds that under this classification soda water flavors are entitled to second class rate when shipped by express. The association's traffic committee has taken the matter up with a view to getting an authoritative decision.

#### THE WORLD'S VANILLA CROPS.

The annual report of Mr. H. Meyer on the world's vanilla crops for the year 1915-1916 has now been published. He fixes the total yield from the tropical producing centers at approximately 550 tons, a quite fair average of the past five or six years, in spite of a shortage of 40 per cent in Mexico, and a very insignificant yield from British colonial possessions. For example, the Seychelles Islands produced 75 tons in 1901-1902, and 65 tons in 1907-1908, but only 2½ tons in 1915-1916. Prices have remained at a low level, in spite of the very enhanced value of vanilla crystals, which are more than thrice their value than before the war. It is believed that the 1916-1917 harvest will show a good average figure; and it is probable that prices will remain low, except in the case of Mexican beans.

#### Vanilla Bean Imports.

Imports of vanilla beans during the seven months ended with January amounted to 389,803 pounds, against 518,815 in the same time last year and 512,074 two years ago. In the quarter ended September 30, the imports were 204,459 pounds, valued at \$522,987.

#### Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

#### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

#### FEDERAL.

##### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 4,551 to 4,600, inclusive, sent out last month by the Bureau of Chemistry, Washington, D. C., the following is the only one of interest to our readers:

4596. Adulteration and misbranding of oil of gaultheria. U. S. \* \* \* v. 2 Cans of Oil of Gaultheria \* \* \*. Consent decree of condemnation and forfeiture. Product ordered released on bond of \$500.

The article was labeled, in part: (Label on outside of wooden container) "Oil of Gaultheria." (Tag on each can marked as follows) "from ———. Wholesale medicated roots, herbs, barks and essential oils, Damascus, Va. Value \$150." The allegations were that the article was adulterated and misbranded for the reason that it consisted wholly or in part of oil of birch and of methyl salicylate, not derived from oil of gaultheria, which said oil of birch and methyl salicylate had reduced and lowered the quality and strength of said oil of gaultheria.

#### STATE.

##### Pennsylvania.

Commissioner James Foust's bulletin for January, just received, besides giving much other information, announces the analysis of seven non-alcoholic drink samples. One was misbranded, artificially flavored and colored and contained saccharin. Two were misbranded, artificially flavored and colored; two were artificially colored and the remaining two were found to be pure.

##### Missouri.

F. H. Fricke, Food and Drug Commissioner of Missouri, has resigned to enter business for himself. He is now installed in a suite of offices in the La Salle Building, St. Louis, as head of the National Food and Drug Information Bureau.

##### Witch Hazel Requirements in New York City.

The New York City Board of Health has made an investigation in which it was found that many city dealers in barbers' supplies were selling so-called extract of witch hazel which did not conform to the pharmacopoeial standard regarding the quantity of alcohol contained in the



product. The amount present was found to vary from 14 per cent to none. A warning letter has been sent out calling attention to the U. S. P. requirements, which, in part, specify that witch hazel shall contain not less than 14 per cent of alcohol. Dereliction is a violation of the Sanitary Code.

#### Fined for Wood Alcohol in Barbers' Supplies.

Frank Bellitte, manufacturer of barbers' supplies, toilet lotions, etc., was recently fined \$50, or ten days in city prison, for violating the New York City Sanitary Code in that he had in his possession hair tonic bottles which on analysis disclosed wood alcohol. Evidence was given showing he had bought a large amount of high grade wood alcohol, for doing which he was unable to give a satisfactory explanation to Judge Appleton.

#### Conviction for Adulterating Olive Oil.

The Green and Syrian Grocery & Liquor Co., of New York City, was convicted recently in Special Sessions of a violation of Section 139 of the Sanitary Code, in that they offered for sale olive oil which was adulterated with cotton seed oil. The case was of such a serious character that the court imposed the maximum penalty of \$500.

#### GUATEMALA'S TOILET GOODS TRADE.

The United States has supplied from one-fourth to more than one-third of the total imports of Guatemala in perfumes in recent years, and American exporters are also getting their share of the Guatemalan market for toilet articles, soaps, etc., according to a report from Samuel C. Reat, Consul at Guatemala City.

During 1915 Guatemala imported perfumery of all kinds to the value of \$15,225 United States gold. Of this \$5,963 represented importations from the United States. Guatemala has been compelled to curtail to a very large degree its consumption of perfumery, owing to the industrial and commercial depression that the country has undergone since the outbreak of the European war. The perfumery importations for 1913 and again for 1915 reveal close rivalry between the United States and France in supplying the Guatemalan market.

Tooth paste and all classes of preparations for the teeth are imported from the United States and are preferred to those of European manufacture.

Toilet soaps are classed with other kinds of soap in the customs returns. They are imported chiefly from the United States, with small quantities from England and Germany. Well-known American brands are the leading sellers in the drug stores of Guatemala City.

Within the last two years native establishments for the manufacture of toilet articles and supplies have started. W. J. Sierra & Co., of Guatemala City, now operate a plant for the manufacture of hair lotions, face powders and creams, and toilet soaps. Another plant, known as the Compañía Nacional de Industrias, is also in operation in Guatemala City. It is stated that a Guatemala concern recently secured a trade-mark for a preparation labeled "Florida Water." The trade-mark carries the exclusive right to sell the preparation under that name in Guatemala.

The customs records for 1915 do not show any exportations of toilet articles, whether crude or manufactured, from Guatemala.

#### Entitled to a Carnegie Medal.

"So you write poems, Dr. Gray?" asked Mrs. De Vere. "Yes; just to kill time," replied the doctor. "Why," asked his visitor, "haven't you any patients?"

#### PRESIDENT WILSON'S PROCLAMATION.

(Continued from page 33.)

be excused from that service and assigned to the fundamental, sustaining work of the fields and factories and mines, and they will be as much part of the great patriotic forces of the nation as the men under fire.

#### FEDERAL AND STATE AID FOR FARMERS.

"The Government of the United States and the governments of the several states stand ready to co-operate. They will do everything possible to assist the farmers in securing an adequate supply of seed, an adequate force of laborers when they are most needed—at harvest time—and the means of expediting shipments of fertilizers and farm machinery, as well as the crops themselves when they are harvested.

"The course of trade shall be unhampered as it is possible to make it, and there shall be no unwarranted manipulation of the nation's food supply by those who handle it on its way to the consumer. This is our opportunity to demonstrate the efficiency of a great democracy, and we shall not fall short of it.

"This, let me say to the middlemen of every sort, whether they are handling our foodstuffs or our raw materials of manufacture, or the products of our mills and factories:

"The eyes of the country will be especially upon you. This is your opportunity for signal service, efficient and disinterested. The country expects you, as it expects all others, to forego unusual profits, to organize and expedite shipments of supplies of every kind, but especially of food, with an eye to the service you are rendering and in the spirit of those who enlist in the ranks, for their people, not for themselves. I shall confidently expect you to deserve and win the confidence of people of every sort and station.

"SMALL PROFITS AND QUICK SERVICE," TO BE WATCHWORD.

"To the merchant let me suggest the motto, 'Small profits and quick service,' and to the shipbuilder the thought that the life of the war depends upon him.

"The food and the war supplies must be carried across the seas no matter how many ships are sent to the bottom. The places of those that go down must be supplied and supplied at once.

"Let me suggest, also, that every one who creates or cultivates a garden helps, and helps greatly, to solve the problem of the feeding of the nations; and that every housewife who practices strict economy puts herself in the ranks of those who serve the nation. This is the time for America to correct her unpardonable fault of wastefulness and extravagance.

"Let every man and every woman assume the duty of careful, provident use and expenditure as a public duty, as a dictate of patriotism which no one can now expect ever to be excused or forgiven for ignoring.

"The supreme test of the nation has come. We must all speak, act and serve together! WOODROW WILSON."

#### REAGENT FOR ESSENTIAL OILS.

Hydrochloric acid solution of vanillin as a reagent for essential oils. J. J. Cerdeiras. *Anales soc. españ. fis. quim.* 13, 46-54.—A HCl solution of vanillin is recommended as a reagent for essential oils, especially when the amount of the latter is so small that the determination of sp. gr.,  $n$ ,  $[\alpha]$ , etc., is impossible and it would otherwise be necessary to rely solely on odor and flavor (e. g., in medicaments, cosmetics, perfumes, liquors, confectionery, etc.) for their detection. The reagent may also be employed for determining the purity of essential oils, by the use of samples of authentic origin for comparison. The reagent consists of a freshly prepared solution of 0.5 g. vanillin in 10 cc. alc. with the addition of 90 g. HCl ( $d_{44} = 1.10$ ); 5 cc. of the reagent are mixed with 1 drop of the essential oil, if the latter is pure, or with 1 cc. or more (according to the concentration) if the oil is in solution.



Messrs. Irving McKesson and Edward Plaut are among the new trustees chosen at the last election of the College of Pharmacy of New York City.

Mr. James C. Crane, sole agent for the Elcaya toilet preparations, has moved into new and artistic quarters at 148 Madison avenue, at Thirty-second street, New York. Mr. Crane, Mr. Mosby and the others of the staff received their friends March 31, when refreshments were served.

Mr. Alfred David Smack, 80 John street, New York, celebrated his first anniversary in business on April 12,



ALFRED D. SMACK

with a lunch to several friends at Mouquin's. Last year "Al" decided that his experience and the friendships he had made during a number of years selling vanilla beans, gums, etc., would warrant a venture on his own account, and the excellent progress he has made substantiates his good judgment. The following are the friends who partook of the feast: W. F. Schramme, R. R. Sloane, J. Manheimer, John Rodriguez, Geo. Huisking, Wm. Clement Booth, John Monahan, W. G. Ungerer, F. L. Washbourne, Chas. Mertinert, Chas. Meehan, E. J. McMahon and the Editor.

Mr. H. C. Grote has been elected president of the Edward Westen Tea & Spice Co., St. Louis, to succeed the late Edward Westen. Mr. Grote was secretary of the company for twenty-seven years. Other officers chosen: Vice-president, A. J. Westen; treasurer, H. A. Koelle; secretary, R. A. Westen.

We are advised by George Lueders & Co., New York, American agents for L. Givaudan, Geneva, Switzerland, that Mr. Givaudan has entered into a partnership with his brother, Mr. Xavier Givaudan, Lyons, France. The new firm style will be L. Givaudan & Co., and the manufacturing will be continued at the present plants, viz.: Geneva, for synthetics; Lyons, for pharmaceutical specialties.

Mr. F. H. Ungerer, vice-president of Ungerer & Co., New York, is back from a month's business trip through the South.

Metal Package Co., Brooklyn, N. Y., which moved into its new building at 346 Carroll street in January, already is planning to make extensions.

Recent authorizations to do business in New York State: Walker-McKinney Co., Newark, N. J., manufacture soap cups and their parts, \$100,000; Paper Mills Specialty Co., Chicago, Ill., tissue paper, paper napkins, toilet papers, specialties, \$10,000.

Julius Schmid, Inc., 470 Fourth avenue, New York, have just completed the enlargement of their plant devoted



C. F. SCHMID

to the manufacture of compact rouges and powders. This factory is devoted entirely to these products, which are made up under private brands.

Mr. C. F. Schmid, who has the active management of the concern entirely in hand, has just returned from a two months' western trip, and reports excellent business. Under Mr. Schmid are ten special salesmen and the representatives, at Porto Rico Cuba and South America.

The rouge and powder plant was established about two years ago, and is now in charge of Mr. Frank B. Trubenbach, who also handles the firm's advertising. The attractive "ads" of the firm that have appeared in our paper during the last few months are from Mr. Trubenbach's pen.

War-time problems will be discussed at the meeting of the board of directors of the Chamber of Commerce of the United States, which will be held in St. Louis May 3, 4 and 5.

We learn from the Cincinnati *Commercial* that Fries & Fries, of that city, makers of perfumers' materials, etc., have placed their laboratories at the disposal of the government for chemical experimentation or manufacture. The firm occupies the six-story building at 121-123 West Third street, which is very well equipped with modern apparatus.

The Clarksburg Soap & Refinery Company, of Clarksburg, W. Va., which was recently organized with a capital stock of \$25,000, intends at first to manufacture only laundry soap. Later the company will manufacture toilet soap and install a glycerine recovering plant.

Mr. W. G. Ungerer, of Ungerer & Co., this city, has had great success with his undertaking in raising funds to equip an ambulance for the American Ambulance Corps in France for a year. The idea met with such favor among his friends, as well as in the convention of the Manufacturing Perfumers' Association, as noted elsewhere in this issue, that at last accounts the corps was likely to get two ambulances instead of one. Funds for one ambulance were raised before through Mr. Ungerer's personal efforts, and the subscriptions at the convention made a good start on the second one. The list of contributors up to last report was as follows: Addison Lithographing Co., Harriet Hubbard Ayer, J. A. Barry, D. A. Bennett, Chas. Bennett, Chas. Berriman, Jos. H. Bowne, J. Clifton Buck, William A. Bradley, F. N. Burt Co., Ltd., W. J. Bush & Co., California Perfume Co., Carr-Lowrey Glass Co., Dodge & Olcott Co., C. G. Euler, Elson & Brewer, Ed. I. Farmer, Chas. Fischbeck, C. Frayse, Fries & Fries, H. G. Grubb, Geo. Hall, Chas. L. Huisking, Husa & Co., F. F. Ingram, Max Iserman, Sam Iserman, Jennings Mfg. Co., W. H. Kendall, R. M. Krause, Leigh, Chemist, Inc., Ed. Lelong, L. S. Levy, W. H. Loveland, Geo. M. Luft, Magnus, Maybee & Reynard, Otto P. Meyer, Oakley & Co., Solon Palmer, Perfumery, Soap & Extract Association, (Chicago), G. A. Pfeiffer, Puritan Pharmaceutical Co., The Rejane Co., H. Rogers, Abner Royce Co., Herbert Roystone, C. F. Schmid, Geo. Schmitt, H. R. Schur, Adolph Spiehler, Arthur Stallman & Co., Stanley Mfg. Co., Arthur Stilwell & Co., Swindell Bros., Talcum Puff Co., Henry Tetlow, Herbert Turrell, Mrs. L. A. Ungerer, Ungerer & Co., United Perfume Co., L. A. Van Dyk, V. Vivaudan, Karl Voss, Paul Watkins, J. B. Williams Co., A. H. Wirz, C. Wohlers, Allen B. Wrisley Co., I. S. Zeluff. Also the following: Colgate & Co., E. Collom, P. R. Dreyer, Foote & Jenks Co., Freeman Perfume Co., F. J. M. Miles, Paul Rieger & Co., A. G. Spilker. Further contributions from other readers of this journal may be sent to Mr. Ungerer.

Mr. Alfred H. Garrigues, who has gained ample experience in the management of soap manufactories, having been superintendent of several, has taken charge of the New York office of William Garrigues & Co. Mr. Garrigues lately was technical manager for the Detroit Soap Co.

The Post Office Department plans to issue at an early date a new No. 8 amber colored envelope bearing a 5-cent stamp in response to the requests of exporters and others carrying on correspondence with foreign countries, who have found the No. 3 and No. 5 stamped envelopes already issued so great a convenience that an appeal was made for one of larger size. The No. 8 envelope is  $4\frac{1}{2}$  by  $9\frac{1}{2}$  inches, high cut, and will be furnished either plain or with return card printed in the corner. The plain envelope will cost \$52.28 a thousand, and may be obtained in any quantity. The printed envelopes will cost \$52.72 a thousand, and will be supplied in lots of 500 or multiples thereof. The use of an envelope already stamped with the proper postage has proved a most effective check against the sending of letters to foreign countries short paid.

The Nulomoline Co., New York, advise us that they have appointed W. J. Bush & Co., Inc., 100 William St., New York, sole selling agents for Nulomoline T.P. Grade, which is intended to replace glycerine in tooth paste. The initial advertisement regarding this venture appears on page 27 of this issue.

The three gentlemen whose portraits appear in this column are of three generations of box makers, whose efforts have always been directed toward an ideal.

Over three score and ten years ago Mr. Wm. Buedingen was born in Hanau (near Frankfort), Germany, and after excellent experience in Paris in the manufacture of artistic leather products came to this country. With his son, Carl, now deceased, he established the Buedingen Mfg. Co., in 1887 the first fancy paper box plant in Rochester. Mr. Buedingen's preference has always been for the designing of artistic boxes, and the personal attention he still gives to the business is devoted to supervising that part of the work.

His son, Robert, is the active manager of the present firm, which was formed in 1907. It is largely due to his untiring efforts that the business has been developed to its present size, and that a move to larger quarters will be made on May 1. The new factory, illustrated in the advertising pages, is 50 per cent larger than the old quarters, and because of better facilities will permit of a 75 per cent increase in the output.

Mr. Voss, a grandson of the founder, has been in charge of the firm's New York office since 1912,

and as he spent two years in the factory before taking up sales work, he is well qualified to present his product.

Processed Oils Co., which manufacturers soap products at Conshohocken, on the Schuylkill River, near Philadelphia, Pa., has leased an old flour mill near its plant and will convert it into a branch of its factory.



WM. BUEDINGEN.  
ROBERT BUEDINGEN.  
KARL VOSS.

Colgate & Co., perfumery and soap manufacturers, New York and Jersey City, have filed notice with the New Jersey Secretary of State at Trenton of an increase in capital stock from \$1,000,000 to \$3,000,000.

Southland Perfume Co., Jacksonville, Fla., reports that it has obtained an order, for \$75,000 worth of its products from a large New York dealer.

Mr. B. H. Harrison, in charge of the flavoring extract department of Arbuckle Bros., Chicago, Ill., was a recent New York visitor and dropped in to see us.

Miss Gladys C. C. Fries, daughter of Dr. Harold H. Fries, of Fries & Bro., essential oils, became a bride on Thursday, April 12. The bridegroom was Mr. E. Roland Neilson Harriman, who inherited a handsome fortune from his late father, Mr. E. Henry Harriman. The ceremony was advanced on account of war conditions and was performed in St. Thomas' Church, New York City, the rector, the Rev. Dr. Stires, officiating. It had been planned to have the marriage occur in June after Mr. Harriman's graduation from Yale, but his offer of service to the government having been accepted the engaged couple decided it would be better not to wait. The ceremony was followed by a small reception at the home of the bride's parents, 40 West 59th street.

Mr. Xavier Dietlin, of Ricardo Gomez & Dietlin Co., 80 Maiden Lane, sailed for France on the *Espagne* March 25. He will visit Switzerland and Italy, returning next August.

Mr. George K. Drexel, son of the late Mr. Frank F. Drexel, succeeds to the latter's position as chemist and perfumer for the Wm. H. Brown & Bro. Co., Baltimore. For some time the son had been under his father's guidance and instruction and he is otherwise well equipped for the position which the elder Drexel filled so faithfully and satisfactorily for so many years.

Mr. William F. Kroneman, formerly with the Oil Products Co., Inc., as sales and export manager, has taken charge of the oil and wax department of Madero Bros., Inc., 100 John Street, New York. This department is devoted entirely to oils and waxes, especially those used for pharmaceutical and medicinal purposes.

Lindsay, Cal., advises say in regard to talc: "The Lindsay Talc Mill is being put into shape for operation again after lying idle for several years. The California Talc & Soapstone Co. has been reorganized, and is making arrangements to open the talc mines in the foothills east of Lindsay. Men are being employed to get out the rock which will be trucked to Lindsay and crushed in the talc mills, which are on the north side of the town."

The attack of hiccoughs which threatened to end the life of former Magistrate James F. McCabe, of New York, was broken recently when physicians used tonquin musk, a perfumery substance, as an anti-spasmodic. Dr. William H. Nammock, who attends the former magistrate, said he was certain to recover. Hundreds of suggestions were received as the result of publications of Mr. McCabe's illness.



DEATH VALLEY TALC MINE.

The interesting photograph reproduced herewith was handed to us by Mr. D. A. Bennett, of Bennett & Davis, Inc., Chicago, who was in New York during the Manufacturing Perfumers' Convention. Mr. Bennett recently visited the talc mine in Death Valley, Calif., and his company will have the exclusive selling of the output. Another view of the property appears in the advertisement in the advertising section of this issue. Bennett & Davis, Inc., have made remarkable progress, and in a short time will occupy a large building in Chicago, where their warehousing needs will have better accommodation than at present.

Sherer-Gillet Co., of Chicago, manufacturer of flavoring extracts, celebrated its sixty-fifth anniversary last month, having started in business in March, 1852. In a folder issued as an anniversary souvenir is reproduced a page from a book used by Mr. W. T. Sherer in 1867.

In *Rexall Ad-Vantages* for April there is an interesting article entitled "Going After the Toilet Goods Business," by Mr. E. W. Bartram, sales manager of the perfume department of the United Drug Co. Its object is to stir up retailers to greater appreciation of what they can do.

Fuller-Morrison Co., wholesale druggists, Chicago, have moved their entire stock to their new six-story building at Canal and Randolph streets. The new establishment is one of the best and the most modern of its kind.

Mr. Thurman Smith has been engaged by the John Shillito Co., Cincinnati, Ohio, as manager of its perfume and toilet preparation department.



Mr. I. Frank Stone, president of the National Aniline & Chemical Co., New York, will be the head of the new



I. FRANK STONE.

\$20,000,000 dyestuff consolidation which has been made to meet foreign competition after the war ends. Mr. Stone has been engaged for some time in effecting the mobilization the industry and his efforts have resulted in the formation of one of the most important corporations of its kind that has been created in this country.

The amalgamated company—which will be known as the National Aniline & Chemical Co., Inc.—will have among its executives Messrs. J. F. and C. P. Hugo Schoellkopf, of the Schoellkopf Aniline & Chemical Works; President Stone, National Aniline & Chemical Co., and Dr. William Beckers, of the W. Beckers Aniline & Chemical Works, and will control the entire works of the Schoellkopf Aniline & Chemical Works, Inc., of Buffalo, the W. Beckers Aniline and Chemical Works of Brooklyn, the Benzol Products Co., of Marcus Hook, Pa., and such sections of the plants of the Semet-Solvay Co. of Syracuse, the Barrett Co. works at Frankfort, Pa., the General Chemical Co. of New York, and other factories, which produce those coal-tar intermediates entering into the manufacture of the finished colors.

The entire business of this new corporation will be under the control and known by the name of the National Aniline & Chemical Co., Inc., and the present company bearing that name of which Mr. Stone has been president since its formation will be reorganized. The executives will include those already associated with the companies entering into the new alliance, together with such new research and manufacturing chemists and other experts as shall be necessary in carrying out of the plans for a nationalization of dyestuff production.

Carpo Soap Co., Decatur, Ill., has elected the following officers: President, V. H. Chronister; vice-president, L. F. Frantz; secretary, Bernard Bradley; treasurer, H. E. Leinbach. Messrs. Chronister and Bradley and Mr. H. Bruaw are new directors. In the last year the company has almost doubled its business.

United States Soap Co., Cincinnati, Ohio, is to be reorganized. An effort is being made to form a new \$50,000 corporation. Receiver Robert W. Thompson recently sold the chattels of the old company for \$900.

Mr. W. J. Parker, who represented Whitall, Tatum & Co. in the Pacific Northwest prior to 1916, when he resigned, returned to that organization and to his old territory last month.

Postmaster Patten, of New York, announces that until further notice any mail matter destined for delivery in Germany will not be accepted for mailing. All mail matter destined for Germany already received and that which

may be mailed or received hereafter will be sent to the Division of Dead Letters, Postoffice Department, Washington, D. C., for return to the senders or other appropriate disposal. In view of the fact that mail for Austria, Hungary, Luxembourg, Bulgaria and Turkey requires transit through Germany, mail for those countries will be treated in the same manner as mail for Germany.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

CHANGES IN THE U. S. P. AND NATIONAL FORMULARY, Hygienic Laboratory Bulletin 107, issued by the Public Health Service of the United States Treasury Department.—This bulletin, just sent from the Government presses, represents some of the last work of Martin I. Wilbert, whose death we announced in our December issue. Mr. Wilbert was in the prime of his usefulness and evidence of the fact is found in perusing this digest of the changes and requirements included in the Ninth U. S. P. and the Fourth N. F. The bulletin gives references to the titles not continued from the preceding editions. In this work, which was only a part of his activities, Mr. Wilbert won encomiums and it makes more emphatic the loss that the scientific world has sustained in his recent death. Mr. Wilbert died at 51. He ought to have reached the allotted span, at least.

RED PEPPERS, by Frank M. Boyles, of McCormick & Co., Baltimore.—This is a reprint of an extremely interesting paper which Dr. Boyles contributed to the *Journal of Industrial and Engineering Chemistry*.

BIBLIOGRAPHICAL CONTRIBUTIONS, Vol. III, No. 1, April, 1917, Lloyd Library, Cincinnati, Ohio.—This quarterly issue relates to the bibliography of botany, exclusive of floras, giving data on authors whose names begin with N and O. It is prepared by the indefatigable librarian, Edith Wycoff.

ARABOL MFG. Co., 100 William street, New York, in its April announcement warns users of pastes against false economy in not getting the best adhesives for attaching labels to tin and other metals. A special argument is made for tinnol.

W. J. BUSH & Co., INC., 100 William street, New York, essential oil distillers, send us their price list for April, giving quotations on the products just mentioned and on synthetics, chemicals, liquid absolutes, compound oils for making toilet preparations and for perfuming soap, olive oil, floral waters, natural and artificial fruit flavors, food colors, gum foam, etc.

VAN DYK & Co., S. Isermann, secretary, 4-6 Platt street, New York, have sent us their April calendar, which is ornamented by a handsome portrait of "Claire," in bright and attractive colors.

PIERRE LEMOINE SUCCESSORS, 128 Water street, New York, manufacturing chemists, importers, exporters, etc., have issued their new wholesale price list of synthetic flower oils, aromatic chemicals, essential oils, fruit oils, essences and flavors for perfumers, soapmakers and extract manufacturers.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., Pearl street, New York, American representative.—Instead of the full wholesale price list for March this firm sends us a revision of prices given in the previous announcement. In addition to the alteration in prices the firm gives a list of essential oils which it is especially well placed for offering to the trade.

23 oils. The Allen line of specialties are all available.

**LAZELL**, Perfumcr, Newburg, N. Y., sends us a copy of its new Spanish price list. It has been prepared for the export trade, and it is a gem in its way, for it gives illustrations showing the goods and full information regarding qualities and prices. There are 28 pages besides the covers. Lazell is to be commended for this enterprising effort to push "Made in America" perfumes and toilet articles.

#### NEW INCORPORATIONS

**Rochester Essential Products Co.**, Rochester, N. Y., \$50,000 capital, to deal in drugs, etc., has been incorporated by W. A. Matson, E. Clarke and G. Lee, Chamber of Commerce Building, Rochester, N. Y.

**Woodbury Dermatological Institution**, New York City, toilet articles, etc., has been incorporated with a capital of \$110,000, by N. L. Marne, L. L. Meyers, and H. V. Williams, 416 West 118th street, New York.

**Novocol Chemical Manufacturing Co., Inc.**, Brooklyn, N. Y., dental supplies, drugs, medicines, capitalized at \$150,000, has been incorporated by M. M. and J. J. Nevin, 86 Wyona street Brooklyn.

**Peerless Sal-o-well Co.**, Buffalo, N. Y., cleaning compounds, polishes, chemists, dyestuffs, soaps, \$50,000 capital stock, has been incorporated by L. C. Wilkie, G. S. Salisbury, G. W. Smith, 91 Charlotte avenue, Buffalo.

**Flostone Chemical Co., Inc.**, Wawarsing, N. Y., acids, alkalis, chemicals, \$10,000 capital stock, has been incorporated by F. T. Dugan, F. M. Vanwagonen, H. A. Flukiger, 27 Pine street.

**Natura Chemicals Corporation**, Buffalo, N. Y., chemicals, drugs, \$100,000 capital stock, has been incorporated by I. M. Weiss, R. C. and F. E. Holland, 140 Goulding avenue, Buffalo, N. Y.

**Arista Corporation**, Manhattan Borough, New York City, manufacturing toilet and pharmaceutical preparations; capital \$100,000 has been incorporated by A. H. Ives, 422 West 115th street; D. F. Sheehan, 604 West 125th street; J. F. Gargan, 241 East 175th street, New York City.

**Robert Rauth, Inc.**, Newark, N. J., manufacture and deal in rosin products, chemicals, etc.; \$50,000 has been incorporated by Robert Sims, Newark; Emil Breitenfeld, Sol Sholes, New York.

**Charles L. Payne Chemicals and Specialties Co., Inc.**, New York City, manufacturing drugs, chemicals, toilet articles; \$10,000 capital stock has been incorporated by R. F. Lewis, V. Du Bois, C. L. Payne, 31 Union Square.

**Pittsburgh Compound Co.**, Pittsburgh; oils, greases, etc.; capital, \$10,000 has been incorporated in Pennsylvania by William McKay Scott.

**Rhinecliff Mfg. Co., Inc.**, Rhinecliff, N. Y., to manufacture toilet, medicinal, household preparations; \$10,000 capital stock has been incorporated by J. E. Duross, B. F. and R. B. Schultz, Rhinecliff.

**Ideal Disinfectant Co.**, Jersey City, to manufacture disinfectants, has been incorporated with a capital stock of \$40,000 by D. A. Brown and C. R. Brown, both of Woodbridge and Alfred Matkowsky of Newark.

**Lemarco Chemical Co.**, Ridgewood, N. J., to manufacture chemicals and alkalis; \$100,000 capital stock, has been incorporated by Bertha Barnet, Paterson; J. H. McClellan, Boston; Lawrence Coh, Ridgewood.

**Ermine Cosmetic Co.**, Chicago, to manufacture and deal in cosmetics, has been incorporated with a capital stock of \$100,000.

**Dr. W. A. Allen Co.**, of Billings, Mont., to manufacture toilet specialties, \$50,000 capital stock has been incorporated by Dr. F. A. Allen, F. A. Wise and C. E. Stubbs.

**Acme Can Co., Inc.**, New York City, tin cans, machine business; \$5,000 capital stock, has been incorporated by E. Hubschman, S. Lieblow, R. Rosenfeld, 656 West 204th street.

**Ideal Masseur Co., Inc.**, Newark, N. J., manufacture and sell medical appliances; \$5,000 capital stock, has been incorporated by W. A. Griffiths, Toronto; James Hague, Corrinne Hague, New York.

**United Sweeping Compound Corporation**, disinfectants, etc., has been incorporated with a capital stock of \$200,000, by H. G. Aron, C. E. Pickering, H. G. Hahlo, of Cranford, N. J.

**Cecile Perfumery Co.**, Manhattan Borough, New York City, has been incorporated by E. Fuerth, L. and G. Bamberger, 200 Fifth avenue.

**California Perfumes Producing Corporation**, Los Angeles; \$20,000 capital stock, has been incorporated by Charles L. Bolles, Frank I. Wetherbee, L. H. Bolles.

**Cocomas Soap and Chemical Co.**, St. Louis, Mo.; \$50,000 capital stock, has been incorporated by E. S. Pillsbury, W. M. Ward and Frank D. Roberts.

**Kingsbury Electroflush Co., Inc.**, Manhattan Borough, New York City; urinals, water closets, toilet accessories; \$300,000 capital stock; has been incorporated by F. K. Hoffman, S. Hamilton, Merrill N. Gates, 49 Wall street.

**Stanley Doggett, Inc.**, Manhattan Borough, New York City; oils, chemicals, dyes, etc.; \$50,000 capital stock; has been incorporated by S. Doggett, S. H. Doggett, East Orange, N. J.; H. A. Roffmann, 463 West 47th street, New York City.

**Winkler Brothers Company, Inc.**, Elizabeth, N. J.; soaps; capital stock, \$73,000; has been incorporated in West Virginia by Ned Winkler, of Elizabeth, N. J.; Clyde L. Winkler, of St. Albans, W. Va.; O. B. Bobbitt, Braxton Miller and C. Orcutt, of Charleston, W. Va.

**Nicine Company**, Chicago; to manufacture and deal in chemicals and toilet preparations, with \$30,000 has been incorporated in Illinois.

**Bell Novelty Corporation**, New York City; novelties, toilet articles, household utensils; \$5,000 capital; has been incorporated by J. Ovslovitch, A. A. Vrutow, P. Lauter, 676 West End avenue.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

**BARRATT, THOMAS J.**, chairman of A. & F. Pears, Ltd., soap manufacturer, London, April, 1914.

**BERNARDO, FREDERICK**, soaps, Paris, France, April, 1911.

**BINDERMAN, HENRY**, retired soap manufacturer, Louisville, Ky., April, 1916.

**BLEDSE, A. T.**, soap manufacturer, Cincinnati, Ohio, died in Covington, Ky., April, 1915.

**BOSE, CHARLES M.**, vice-president Western Soap Co., San Diego, Cal., April, 1911.

**BRUCE, G. A.**, soaps, Charleston, N. H., April, 1909.

**CARRAGAN, SYDNEY H.**, New York manager of Parke, Davis & Co., April, 1914.

**COSS, DANIEL J.**, retired secretary of Larkin & Co., soaps, New York, April, 1914.

DAY, GEN. NICHOLAS W., represented perfumery department of Schieffelin & Co., New York, April, 1916.

FISK, FRED M., manager of London branch of Parke, Davis & Co., April, 1915.

GREEN, DAVID F., formerly with D. F. Green & Co., vanilla beans, drugs, etc., New York, April, 1916.

HARDY, FOLLANSBEE (FRANK) C., perfumery and toilet goods salesman, Worcester, Mass., April, 1916.

HOFFMAN, THEODOR (H. MANN), writer on perfumery and toilet preparations and contributor to THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, Offenbach A/M, Germany, April, 1915.

HUNT, FRANK L., president and treasurer of the Franklin Soap Co., Cincinnati, Ohio, April, 1915.

JENKS, ARTHUR EDMUNDS, Hanson-Jenks Co., perfumers, New York City, April, 1911.

JURGENSEN, WILLIAM B. A., founder of W. B. A. Jurgensen Co., extracts, etc., Brooklyn, N. Y., April, 1916.

LEIGH, CHARLES N., manufacturing perfumer and chemist, New York City, April, 1916.

LESTER, A. F., drug sundries, with Whitall Tatum Co., New York City, April, 1906.

LOWE, WILLIAM, president of Wm. Lowe Barbers' Supply Co., Des Moines, Iowa, April, 1916.

MASSEY, GEORGE, senior partner of Lanman & Kemp, toilet specialties, drugs, etc., New York, April, 1915.

MONSCHIEIN, FRANZ, son of the junior member of Vinard, Dhumez & Monschein, Vallauris, near Grasse, France, died of wounds received in action, April, 1915.

MULLER, A. J. A., retired from perfumery, essential oil and soap trades, Beverly, N. J., April, 1916.

OZOROFF, PETKO IVAN, Ozoroff & Fils, exporters of otto of rose, Kazanlik, Bulgaria, April, 1909.

PLACE, LEWIS T., manager of the Boston branch of M. H. Fairchild & Co., of Chicago, April, 1916.

SCHMIDT, HENRY J., superintendent of the Armour Soap Works in Chicago, April, 1916.

SCHWARTZ, MICHAEL, vice-president of M. Werk Co., Cincinnati, Ohio, April, 1915.

SMITH, GEORGE M., soaps, Montclair, N. J., April, 1911.

SPRINGER, IDIDOR, retired from Imperial Metal Manufacturing Co., Long Island City, April, 1916.

STADLER, A. W., soaps, Cleveland, Ohio, April, 1913.

STICKLES, GEORGE, president of the Eastern Extract Co., Boston, Mass., April 1915.

STILLWELL, A. A., of A. A. Stillwell & Co., essential oils, New York City, April, 1906.

TOMBAREL, JEAN HENRI MARIE, head of Tombarel Freres, Grasse, France, April, 1914.

#### Henri Sévène, of Paris.

News has just been received in this city of the death of Henri Sévène on February 23 at his residence in Paris, France. He was 66 years old and is survived by his widow, two sons and a daughter. Mr. Sévène was general managing director of the Société Chimique des Usines du Rhône, and was president of the Société Normande de Produits Chimiques. He also was an officer of the Legion of Honor.

#### George L. Rogers, Soap Manufacturer.

George L. Rogers, soap manufacturer, of Rhode Island, died March 17 at his home in Centerdale, at the age of fifty-one years. About 15 years ago, Mr. Rogers took over, at the death of his father-in-law, Mr. Murgatroyd, the

latter's business as soap manufacturer, on the George Waterman road, Graniteville. He retained ownership until it incorporated, in 1908, as the original Bradford Soap Works, Inc., when he became president and manager, remaining in this capacity until his death.

In his younger days Mr. Rogers was first baseman of one of the fastest amateur teams in southern New England. He was an active yachtsman, owning a big sailboat at the Rhode Island Yacht Club, and was a charter member of the North Providence Aerie of Eagles. He is survived by his wife, his mother and three daughters.

#### Frank F. Drexel, of Baltimore.

Frank F. Drexel, for one-third of a century perfumer for the Wm. H. Brown & Bro. Co., Baltimore, Md., died



FRANK F. DREXEL.

on March 20. Mr. Drexel was born in Leipzig, Germany, on November 18, 1844. When a boy his parents came to America and settled in Baltimore. In 1860 he entered the perfume industry with Hollingsworth & Johnson, later on his own account putting out a line of extracts, powders, toilet waters, etc., so he really spent 57 years of his life in the industry.

At one time he was in the firm of Adams & Drexel and later traded as F. F.

Drexel & Co., putting on the market the well-known Drexel Bell Cologne. For a time he was with the Alonzo Lily Co., before going to the Brown company in 1883. Mr. Drexel was noted for his skill in research and for his indefatigable energy, traits which made him a master in his profession. He was genial, unpretentious and charitable, winning hosts of friends. His widow, two sons, two daughters and two grandsons survive. The Manufacturing Perfumers' Association at its annual meeting this month passed appropriate resolutions of sympathy.

#### Obituary Notes.

Edmond D. Congdon, formerly president of the New York Drug and Chemical Club, died April 14 after an operation, at the age of 65 years. He was vice-president of the Harshaw, Fuller & Goodwin Co., glycerine refiners, Cleveland, and for 18 years was manager of its New York branch. His widow, a son and a daughter survive.

William Rippey, manufacturer of flavoring extracts, Cincinnati, Ohio, died of pneumonia after a brief illness last month. Two sons, Williams, Jr., and Milton C., who were associated with him, will continue the business.

C. Lewis Diehl, veteran reporter of the progress of pharmacy and former president of the American Pharmaceutical Association, died at his home in Louisville, Ky., March 25, in his seventy-sixth year. He was born August 3, 1840, at Neustadt, A. H., in the Palatine (Rhenish Bavaria).

Henry C. Fairchild, founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., died in February. He was 74 years old, had been active in the firm for 40 years and retired four years ago. He was also on the boards of two banks and leaves a widow. His death was generally regretted as he was a public spirited citizen and had done much for Bridgeport in various ways.

## PATENTS AND TRADE-MARKS

	<b>NYRA</b> 84194	 86873	<b>D-O-D</b> 86867	<b>FAIRY</b> 93305	 95397
1222,224	 45591	<b>BUMBLEBEE</b> 46755	 97569	 97819	 98165
 1,221,838	 95688	 98155	<b>MICHARME</b> 98416	<b>Peauvella</b> 98429	
 1223172	<b>Ricte</b> 78688	<b>EUVENOL</b> 99239	<b>Co-op</b> 99604	 99941	 100155
	<b>BUENA</b> 100156	<b>ZANOL</b> 100175	<b>OMELLO</b> 100494	<b>Odostroy</b> 100682	<b>Nursery Zoo</b> 100837
	<b>LES FLEURS FAVORITES</b> 101057	<b>Pre-mis</b> 101066	<b>POMPEIAN</b> 101069	<b>CHIN CHIN</b> 101181	<b>REWARD</b> 101507

## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to  
PATENT AND TRADE MARK DEPT.,  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## PATENTS GRANTED.

1,222,144.—DENTIFRICE. William M. Ruthrauff, Chicago, Ill. Filed Oct. 2, 1916. Serial No. 123,211. (Cl. 167-9.)

A calcifying dentifrice comprising a soluble calcium salt adapted to permeate the minute spaces in the tooth surface and be there transformed and deposited by the saliva in the form of the natural cementing substance of the tooth, in combination with an agent for more effectively causing the solution to permeate and completely fill up such spaces.

1,222,224.—PERFUME-VENDING MACHINE. John F. McNeil, Phoenix, Ariz. Filed Feb. 1, 1916. Serial No. 75,584. (Cl. 194-92.)

In a vending machine of the character described, a housing, a holder arranged in said housing, a perfume

atomizer to be carried by said holder, the spout of said atomizer communicating exteriorly of said housing, a pneumatic bulb associated with said atomizer, means to support said bulb, an actuating lever pivoted at one end in said housing, the free end of said actuating lever projecting exteriorly of said housing, an engaging plate on said actuating lever to bear against said bulb whereby the same may be compressed upon the depression of the free end of the actuating lever, a rack bar fixed to said housing, means carried by said actuating lever to normally engage with said rack bar to prevent actuation of said lever, and means to become operative upon the positioning of a coin in said housing to shift said last mentioned means upon actuation of said lever whereby the lever may be moved into a position to compress said bulb, as and for the purpose specified.

1,223,172.—SOAP DISPENSER. Jacob W. Jacobson, Hancock, Mich. Filed July 25, 1916. Serial No. 111,207. (Cl. 221-94.)

The combination with a soap dispenser embodying a receptacle, and an ejector adjustably mounted in said receptacle, of a casing, adapted to receive said receptacle with the ejector projecting through an enlarged opening in the bottom thereof, said receptacle resting upon the flange constituting the bottom of the casing, the opposite end of the casing being slit at spaced intervals, and a cover for the casing, said cover being designed to bring the separated portions of the casing defined by said slits, into engagement with the receptacle to hold the latter fixed relatively to the casing.

1,221,838.—DISPENSING CONTAINER. Firman R. Crist, Clayton, N. J. Filed March 10, 1915. Serial No. 13,425. (Cl. 65-45.)

A device as specified, including a lid member, a closure member pivoted to said lid member at a point eccentric to the center of said lid, said lid and closure members having a plurality of complementally formed apertures radially



extending from the pivot point of said closure member as a center and registrable at times, means for limiting the movement of said closure member, means carried by the lid and in engagement with the closure member to actuate the same, means associated with said actuating means to return the closure member to normal closed position, and means for limiting the movement in said direction.

#### TRADE-MARK REGISTRATIONS GRANTED.

- 115,878.—Hair Oil.—Madam's Buford & Owens, Oklahoma, Okla. Filed November 4, 1916. Serial No. 99,079. Published January 16, 1917.
- 115,935.—Liquid Soap.—Bristol-Myers Company, Brooklyn, N. Y. Filed October 24, 1916. Serial No. 98,857. Published January 2, 1917.
- 115,936.—Certain Named Foods.—The J. S. Brown Merc. Co., Denver, Col. Filed October 20, 1916. Serial No. 98,782. Published January 9, 1917.
- 115,942.—Certain Named Foods.—Curtice Brothers Co., Rochester, N. Y. Filed July 6, 1916. Serial No. 96,347. Published January 23, 1917.
- 115,950.—Depilatory.—Mary Gladys Farley, North Bergen, N. J. Filed November 25, 1916. Serial No. 99,540. Published January 23, 1917.
- 115,973.—Soap.—Lautz Bros. & Co., Buffalo, N. Y. Filed August 17, 1916. Serial No. 97,405. Published January 23, 1917.
- 115,976.—Freckles, Blackheads and Similar Diseases of the Skin.—Mary Lewey, New York, N. Y. Filed November 24, 1916. Serial No. 99,523. Published January 23, 1917.
- 115,980.—Certain Named Pharmaceutical Preparations.—James Harry McCormick, Comstock, Mich. Filed October 9, 1915. Serial No. 89,766. Published January 23, 1917.
- 116,005.—Certain Named Foods.—The Schuster Company, Cleveland, Ohio. Filed August 7, 1916. Serial No. 97,150. Published January 23, 1917.
- 116,009.—Dyes.—Sunset Soap Dye Company, New Rochelle, N. Y. Filed December 26, 1916. Serial No. 100,186. Published January 23, 1917.
- 116,026.—Certain Named Foods.—Alfalfa Products Company, Waukegan, Ill. Filed July 17, 1916. Serial No. 96,611. Published November 14, 1916.
- 116,042.—Certain Named Pharmaceutical Preparations.—Davis & Geck, Inc., Brooklyn, N. Y. Filed May 11, 1916. Serial No. 95,072. Published January 30, 1917.
- 116,043.—Tooth Powder and Paste.—Joseph C. Devlin, Lynn, Mass. Filed December 1, 1916. Serial No. 99,651. Published January 30, 1917.
- 116,046.—Chemical Preparation for Certain Named Purposes.—Durkee-Atwood Co., Minneapolis, Minn. Filed October 16, 1916. Serial No. 98,687. Published January 30, 1917.
- 116,050.—Perfumes, Toilet Waters, Face-Creams, Face-Powders and Talcum Powders.—Faxon & Gallagher Drug Co., Kansas City, Mo. Filed December 13, 1916. Serial No. 99,889. Published January 30, 1917.
- 116,070.—Antiseptic Powder for the Treatment of Exudations of the Skin.—John L. McKenna, New York, N. Y. Filed December 16, 1916. Serial No. 99,987. Published January 30, 1917.
- 116,071.—Treatment for the Hair and Scalp and for Eczema.—John L. McKenna, New York, N. Y. Filed December 16, 1916. Serial No. 99,988. Published January 30, 1917.
- 116,077.—Perfumery, Toilet Waters, Face Powders and Pastes.—The New York Shield Company, New York, N. Y. Filed October 3, 1916. Serial No. 98,390. Published January 30, 1917.
- 116,083.—Disinfectant, Antiseptic, Germicide, Insecticide and Deodorant.—Pasteur Laboratories of America, New York, N. Y. Filed November 29, 1916. Serial No. 99,632. Published January 2, 1917.
- 116,101.—Remedy for Dandruff, Eczema and Falling Hair.—Tinas Company, Detroit, Mich. Filed December 13, 1916. Serial No. 99,904. Published January 30, 1917.
- 116,106.—Hair Tonic.—Louis P. Wickland, Genoa, Ohio. Filed October 27, 1914. Serial No. 82,222. Published January 30, 1917.
- 116,112.—Antiseptic Lotion.—The Baptisine Pharmacal Co., St. Louis, Mo. Filed November 6, 1916. Serial No. 99,118. Published February 6, 1917.
- 116,123.—Mouth Wash, Antiseptic and Astringent.—The Dental & Toilet Products Corporation, New York, N. Y. Filed November 29, 1916. Serial No. 99,621. Published February 6, 1917.
- 116,132.—Hair and Scalp Remedy.—The Flash Company, Greenville, S. C. Filed November 24, 1916. Serial No. 99,519. Published February 6, 1917.
- 116,136.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—Philo Hay Specialties Co., Newark, N. J. Filed August 7, 1916. Serial No. 97,146. Published January 23, 1917.
- 116,151.—Detergent Preparation for Cleaning, Scouring or Polishing.—Enoch Morgan's Sons Company, New York, N. Y. Filed August 16, 1913. Serial No. 72,379. Published January 30, 1917.
- 116,154.—Preparation Used in Dressing and Growing Hair.—Lulu O'Dell, St. Louis, Mo. Filed November 6, 1916. Serial No. 99,141. Published February 6, 1917.
- 116,156.—Hair Grower. Mary Elizabeth Phillips, Indianapolis, Ind. Filed October 26, 1916. Serial No. 98,909. Published February 6, 1917.
- 116,168.—Soap.—Forest Turner, Kings Mountain, N. C. Filed November 8, 1916. Serial No. 99,178. Published January 30, 1917.
- 116,191.—Certain Named Extracts Used for Flavoring Food.—Joseph Burnett Co., Boston, Mass. Filed November 6, 1915. Serial No. 90,445. Published July 25, 1916.
- 116,224.—Ointment for Skin Eruptions.—H. S. Lambdin, Peru, Kan. Filed December 13, 1916. Serial No. 99,895. Published February 13, 1917.
- 116,226.—Perfumery, Talcum Powder and Sachets, Sachet Powders.—McKesson & Robbins, New York, N. Y. Filed July 15, 1916. Serial No. 96,591. Published February 13, 1917.
- 116,245.—Foot Soaps.—Scholl Manufacturing Company, Inc., Chicago, Ill. Filed January 2, 1917. Serial No. 100,315. Published February 6, 1917.
- 116,250.—Dyes.—Sunset Soap Dye Company, New Rochelle, N. Y. Filed December 26, 1916. Serial No. 100,187. Published January 23, 1917.
- 116,257.—Preparation in Liquid from the Removing Oils and Greases from the Skin.—William L. Voigt, New York, N. Y. Filed August 28, 1916. Serial No. 97,675. Published February 6, 1917.
- 116,260.—Medicinal Soap Having in Solution a Pure Soluble Iodin.—Louis C. Wedgforth, Yonkers, N. Y. Filed November 11, 1914. Serial No. 82,530. Published February 6, 1917.

#### TRADE-MARK REGISTRATIONS RENEWED.

- 14,364.—Soap Powder.—Curtis Davis & Co., Cambridge, Mass.; Lever Brothers Company, a corporation of Maine, assignee. Registered May 10, 1887. Renewed May 10, 1917.
- 14,441.—Soap for Laundry, Toilet and General Purposes.—Lever Bros., Warrington, county of Lancaster, England; Lever Brothers Company, a corporation of Maine, assignee. Registered May 24, 1887. Renewed May 24, 1917.

#### TRADE MARK REGISTRATIONS APPLIED FOR.

- 84,194.—Richard Hudnut, New York, N. Y. (Filed Jan. 29, 1915. Used since Sept. 18, 1914.)—Perfume, toilet water, headache-cologne, smelling salts, creams for the skin, sachet, face and talcum powders, bath salts, toilet cerate, almond-meal, lip rouge and dentifrices.
- 86,867.—The C. Nelson Smith Co., Milwaukee, Wis. (Filed May 24, 1915. Used since the year 1898.)—Mouth wash.
- 86,873.—The S. S. White Dental Manufacturing Co., Philadelphia, Pa. (Filed May 24, 1915. Used since or prior to the year 1890.)—Tooth-powder, tooth-paste, mouth-wash, cold-cream, almond-cream, talcum-powder, bay-rum, cologne-water, violet-water and violet-ammonia.
- 93,305.—William J. Kelley, Chicago, Ill. (Filed March 4, 1916. Used since June 17, 1915.)—Shaving-cream, shaving-powder and shaving-stick.

(Continued on page 56.)

## FOREIGN CORRESPONDENCE AND MARKET REPORT

### BULGARIA.

**OLIVE OIL.**—Consul General D. I. Murphy, at Sofia, writes: The Bulgarian authorities are giving attention to the improvement of the olive groves. It is proposed to have special courses of instruction in the agricultural schools, to teach the best methods of olive cultivation, and to make the production of olive oil a source of revenue to Bulgaria. In all probability the leases that expire this year will not be renewed, for it is proposed to put the olive groves under intelligent control and extend the area of cultivation.

### FRANCE.

**EXPORTS.**—Ministerial order of March 26 abrogates export permission of February 12, 1915, to allies and American countries of vegetable oils, except castor and curcas. Under the decree of February 12, 1915, it was possible to export the above articles from France to the United States and certain other countries without special license. While this general permission is withdrawn, applications for individual permits may still be made to the French authorities.

### GREAT BRITAIN.

**TRADE RESTRICTIONS.**—The exportation of drugs, essential oils and similar articles to Switzerland has been prohibited.

**Imports Prohibited:** Fatty acids, all glass manufactures, perfumery, toilet articles containing glycerine, soap, soya beans.

### ITALY.

**ESSENTIAL OILS.**—Consul Robertson Honey, Catania, reports: Messina is the market of eastern Sicily for essential oils, of which five, on request of the consulate, have been quoted daily for 10 months. These are the essences of lemon, orange (sweet), orange (bitter), bergamot (38 per cent), and mandarin. The price of this last essence has remained stationary for some time at 22 lire per Sicilian pound net (in normal times the lire equals 19.3 cents; at today's exchange it was a small fraction below 13 cents; the Sicilian pound equals 0.7072 pound avoirdupois). The price of lemon essence during the week ended February 3, 1917, was 4 lire per Sicilian pound; in the week ended March 3 it dropped to 3.30 lire. Essence of bergamot fluctuated between the same dates, but high and low prices were, respectively, 17.50 lire on February 3 and 16.80 lire on March 3. Essence of orange (sweet) fluctuated slightly in February, and since then has fallen continuously from 10.35 lire to 9.30 lire. Essence of orange (bitter) has fallen from 11.80 to 10.50 lire. The market on March 3 closed with the above-mentioned low prices. Figures are semi-official.

**STAMP TAXES.**—Perfumery, cosmetics, toilet preparations, and medicinal specialties, imported and domestic, are subject to a stamp tax of 10 centesimi (0.10 lira) for each lira or fraction of a lira of the retail sale price. The selling price (not including the tax) is to be printed on each package, and the tax is paid by means of stamps affixed so that the container can not be opened without tearing them. The provisions are to remain in force until the end of the fiscal year in which peace is concluded.

### THE MARKET.

#### Essential Oils, Aromatic Chemicals, etc.

The predominating trend of values in the market for essential oils, aromatic perfumery materials, etc., has been, with few exceptions, decidedly upwards. Strictures which had already been noted on shipments from European, Mediterranean and Far Eastern ports have extended to South American ports and the notable feature of the period under review is the jump in spot values for such South American essences as petit grain, guaiac (wood), and bois de rose femelle.

Among the essential oils included in the Teutonic category which have reached still higher limits, owing to virtual clearance of spot supplies, are otto of rose, which has advanced \$6.00 more, to \$20.00, and oil of juniper berries. There is only one holder of the latter oil and offers are held at \$16.00 minimum. Cardomom, another oil of Central European production, is nominal, although offers are noted at \$28.00.

High war risk and ocean transportation rates have resulted in an advance in the asking quotations for oil of African geranium amounting to 50 cents per pound, while the price of the Bourbon oil has gone up 25 cents per pound. Carvol has advanced \$1.00 to \$2.00 on cessation of shipments from Holland.

Lemongrass attracted considerable interest, owing to an advance of 10 to 15 cents in the asking prices, and the outlook that prices would be advanced still further since supplies are being bought freely by the manufacturers of synthetic perfumery for the purpose of producing ionine. Patchouly oil is nominal, owing to small stocks, and up to \$22.00@23.00 is now asked. Nothing new has developed on East Indian sandalwood, although West Indian or amyris has advanced 50 cents more on increased costs of importation.

Late cables from primary markets report a materially firmer tone to be developing on the Messina essences. Stocks of lemon, orange and bergamot in this market are fair, but it has not yet been conclusively shown that further quantities of these oils can be obtained from Italy and this element of uncertainty is responsible for the somewhat firmer undertone which is now developing.

There is quite a divergence of the views of the trade on some of the domestic essences. Peppermint, for example, is expected to show a noteworthy advance within the near future. Stocks of spruce and hemlock oils are temporarily exhausted, but distillation will be under way in Vermont and Massachusetts within the next few days, thereby relieving the scarcity. Safral has ruled about steady at 40@50c., but there is an outlook for higher prices in keeping with the recent rise in the price of camphor.

Among aromatic perfumery products, the principal interest has been in the jump of \$4.00@5.00 in coumarin, owing to the steady depletion of spot supplies. Thymol has gone hand in hand with coumarin with a premium of \$4.00 over previous prices asked. The only noteworthy decline in the synthetic products has been a \$2.00 drop in anisic aldehyde.

#### Vanilla Beans.

The placing of a war risk rate on shipments of vanilla beans from all Mexican ports has added to the firmness in spot quotations for all varieties in the local market. An advance of 25 cents to \$5.00@6.50 per pound as to quality has been named on Mexican whole beans, though cuts have remained much the same. Offerings of Mexican beans from seats of production have continued limited and sellers have been firm in their views on account of the short crop. As a general rule, the demand from the extract trade has been routine in character, although on publication of statistics showing that total imports for the seven months ending January last only amounted to 389,803 pounds against 518-

(Continued on page 56.)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond Bitter.....per lb.	\$13.00-14.00	Orange bitter .....	2.25-2.75	Citronellol, domestic.....	14.00-20.00
" F. F. P. A.....	15.00-16.00	Orange, sweet, Italian.....	2.90-3.00	" foreign .....	20.00-24.00
" Artificial .....	5.50-6.00	" sweet, W't Indian .....	2.50	Cumarin, natural .....	nom.
" Sweet True.....	.85-1.00	Origanum .....	.30-.50	" artificial, domestic .....	19.00-20.00
" Peach-Kernel .....	.35-.40	Orris Root, concrete, foreign .....	5.25-6.00	" foreign.....	19.00-20.00
Amber, Crude .....	1.00-1.50	Orris Root, concrete, domestic .....	3.75-4.00	Diphenylmethane .....	nom.
" Rectified .....	1.50-2.00	Orris Root, absolute..(oz.)	40.00-45.00	Diphenyloxide .....	nom.
Anise .....	1.05-1.10	Parsley .....	nominal	Ethyl Cinnamate .....	nom.
" Lead free .....	1.25	Patchouly, foreign .....	18.00-23.00	Eucalyptol .....	1.35
Aspic (Spike) .....	1.10-1.40	" domestic .....	18.00-22.00	Eugenol .....	3.00-3.50
Bay, Porto Rico.....	2.35-2.75	Pennyroyal, American .....	1.50-1.75	Geraniol, domestic.....	4.50-5.00
Bergamot, 35-36% .....	5.75-6.25	" French .....	1.25-1.35	" foreign .....	6.00-6.50
Birch (Sweet) .....	2.25-2.35	Peppermint .....	2.20-2.25	" from palma rosa .....	5.50-6.00
Bois de Rose, Femelle.....	3.50-4.00	" redistilled .....	2.40-2.50	Geranyl Acetate.....	8.00-9.00
Cade .....	.75-.80	Petit Grain, South American .....	.325	Heliotropine, domestic.....	4.75-6.00
Cajeput .....	.80-.85	" French .....	1.00	" foreign .....	nom.
Calamus .....	3.25-3.50	Pimento .....	2.20-2.30	Indol, C. P. ....(oz.)	15.00
Camphor, Japanese, "white"	.16-.20	Pine Needles .....	1.45-1.50	Iso-Butyl-Salicylate .....	nom.
Caraway Seed .....	6.00-7.00	Rose .....	20.00	Iso-Eugenol .....	3.50-4.25
Cardamom .....	28.00-30.00	" synthetic .....	2.50-2.75	Linalol, from bois de rose .....	6.00-7.00
Carvol .....	9.00-10.00	Rosemary, French.....	.85-1.00	Linalyl Acetate .....	10.00-12.00
Cassia, 75-80% Technical..	1.20-1.25	" Spanish .....	.55-.65	" Benzoate .....	nom.
" Lead free .....	1.30-1.35	Rue .....	4.00-4.50	Methyl Anthranilate.....	11.00-12.00
" Redistilled .....	1.75-1.95	Sage .....	4.25	" Cinnamate .....	7.50
Cedar Leaf .....	.80-.90	Safral .....	.40-.50	" Heptenone .....	nom.
" Wood .....	.15-.20	Sandalwood, East India..	13.00-14.00	" Heptene Carbonate .....	nom.
Celery .....	22.00	" West India.....	5.50-6.00	" Paracresol .....	16.00
Cinnamon, Ceylon .....	22.00	Sassafras, artificial.....	.28-.30	" Salicylate .....	.85-.90
Citronella, Ceylon .....	.52-.55	" natural .....	.70-.75	Mirbane, rect. drums.....	.20
" Java .....	.85-.90	Savin .....	6.50	Musk Ambrette .....	nom.
Cloves, Zanzibar .....	1.55-1.60	Snake Root .....	8.50	" Ketone .....	nom.
" Bourbon .....	1.75-2.00	Spearment .....	1.90	" Xylene .....	12.50
Copaiba .....	1.00-1.10	Spruce .....	.70-.75	Nonylic Alcohol.....	nom.
Coriander .....	10.00-12.00	Tansy .....	2.15-2.25	Phenylacetaldehyde .....	45.00-50.00
Croton .....	.90-1.00	Thyme, French, red.....	1.25-1.35	Phenylethyl Alcohol.....	60.00
Cubeb .....	5.00-5.50	" white .....	1.50-1.65	Phenylacetic Acid.....	nom.
Erigeron .....	1.00-1.25	" Spanish, red.....	1.25-1.30	Rhodinol, domestic .....	14.00-16.00
Eucalyptus, Australian, 70%	.70-.75	Verbena .....	6.00	" foreign .....	18.00
Fennel, Sweet .....	4.25	Vetivert, Bourbon .....	12.00-15.00	Skatol, C. P. ....	12.00
Geranium, African .....	4.50	" Indian .....	30.00-32.00	Terpineol, domestic.....	.40-.60
" Bourbon .....	4.00-4.25	Wintergreen, genuine gaultheria)	4.00-4.50	" foreign .....	1.25
" Turkish (palma rosa)	3.50-3.75	Wormwood .....	3.00-3.25	Terpinyl Acetate .....	2.75-3.00
Ginger .....	8.00-8.25	Ylang-Ylang, Bourbon.....	12.00-15.00	Thymol .....	16.50-18.00
Gingergrass .....	2.00	" Manila .....	28.00-40.00	Vanillin .....	.56-.60
Guaiaac (Wood) .....	5.00				
Hemlock .....	.75-.80				
Juniper Berries, twice rect.	15.00-18.00				
Kananga, Java .....	3.50				
" Rectified .....	4.25				
Lavender, English .....	22.00				
" Fleurs .....	4.50				
" Spanish .....	1.00-1.25				
Lemon .....	1.20-1.25				
Lemongrass .....	1.15-1.20				
Limes, distilled .....	3.00-3.25				
" expressed .....	5.00-5.25				
Linaloe .....	2.85-3.50				
Mace, distilled .....	1.30-1.35				
Mustard, genuine .....	25.00-26.00				
" artificial .....	28.00-30.00				
Neroli, petale .....	48.00-60.00				
" artificial .....	12.00-20.00				
Nutmeg .....	1.30				
Opoponax .....	16.00				

## AROMATIC CHEMICALS.

Acetophenone .....	nominal.
Amyl Salicylate, domestic.	2.75-3.00
" foreign.....	7.00-8.00
Anethol .....	2.50-2.75
Anisaldehyde .....	6.50
Benzaldehyde, domestic....	4.50-5.00
" F. F. C., domestic.....	5.00-5.50
Benzyl Acetate, domestic....	6.00-7.00
" foreign.....	nom.
" Alcohol .....	nom.
" Benzoate .....	10.00-11.00
Borneol .....	4.00
Bornylacetate .....	4.50
Cinnamic Acid .....	nom.
" Alcohol .....	nom.
" Aldehyde .....	3.50
Citral .....	3.00-3.25
" C. P. ....	3.50-3.75

## BEANS.

Tonka Beans, Angostura..	.90-1.00
" Para .....	.65-.70
Vanilla Beans, Mexican....	5.00-6.50
" Cut .....	3.75-4.25
" Bourbon .....	2.25-3.25
" Tahiti .....	1.50-1.60

## SUNDRIES.

Ambergris, black....(oz.)	12.00-15.00
" gray .....	25.00-28.00
Chalk precipitated .....	.04½-.10
Civet, horns .....	2.25
Cologne Spirit .....	2.75-3.10
Menthol .....	3.45-3.50
Musk, Cab., pods.....(oz.)	8.00-10.00
" grains .....	15.00-20.00
" Tonquin, pods. ....	18.00-19.00
" grains .....	26.00-30.00
Orris Root, Florentine, whole	.16-.18
" powd. and gran.	.19-.22
Talc, Italian .....	30.00-35.00
" French .....	20.00-25.00
" Domestic .....	12.00-30.00

## THE MARKET.

(Continued from page 54.)

815 pounds last year and 512,074 in 1915, the inquiry became somewhat more general.

Bourbon vanilla beans have been strongly maintained within the range of \$2.30@3.25 for whole and \$2.25@2.50 per pound for cuts, with demand, in some instances, even more urgent than that noted for the Mexican variety. A further advance in war risk rates from French possessions, amounting to 12 to 15 per cent, has been named during the interval, which compares with war risk rates of 8 to 12 per cent previously asked. In addition to thus augmenting the importation costs, importers have found it increasingly difficult to procure freight space from the primary markets.

Trade in South American beans has continued along fair lines, prices ruling firm within the range of \$3.50@3.75 per pound. Tahiti beans rule steady and quiet, with \$1.45 quoted on green label and \$1.50@1.60 on green label. Tonka beans have also ruled steady, with moderate demands reported for the tincture.

## TRADE MARK REGISTRATIONS APPLIED FOR.

(Continued from page 53.)

- 95,397.—James S. Kirk & Co., Chicago, Ill. (Filed May 24, 1916. Used since February, 1899.)—Talcum-powder, perfume, cold-cream, sachet-powder, toilet-water and face-powder.
- 95,591.—Fort Dodge Grocery Co., Fort Dodge, Iowa. (Filed June 2, 1916. Used since April 15, 1916.)—Flavoring extracts for foods.
- 95,688.—William C. Young, Buffalo, N. Y. (Filed June 7, 1916. Used since April 27, 1916.)—Dandruff remedy.
- 96,755.—Nave-McCord Mercantile Co., St. Joseph, Mo. (Filed July 22, 1916. Used since Feb. 1, 1906.)—Food flavoring syrup extract.
- 97,569.—The Armand Company, Des Moines, Iowa. (Filed Aug. 23, 1916. Used May 29, 1916, on face-powder; since July 27, 1916, on items below.)—Face-powder, cold-cream, hair-wash, tooth-paste, rouge, shampoo preparations and perfume.
- 97,819.—George Borgfeldt & Co., New York, N. Y. (Filed Sept. 6, 1916. Used since Aug. 15, 1916.)—Face-powder, toilet-powder, rice-powder, talcum-powder, sachet-powder, tooth-paste, tooth-powder, bath-salts, perfumery. Used either pure or as an ingredient in toilet preparations in admixture with suitable substances in the form of pastes, salves, soaps, powders, pencils and liquids; nail-polish, rouge, pomade-sticks, hair-wax, toilet waters, tooth-washes, cold-cream, ointments, hair-tonics and hair-dyes.
- 97,882.—Scott & Bowne, Bloomfield, N. J. (Filed Sept. 9, 1916. Used since Aug. 23, 1916.)—Antiseptic solution.
- 98,155.—George Borgfeldt & Co., New York, N. Y. (Filed Sept. 22, 1916. Used since Sept. 15, 1916.)—Face-powder, toilet-powder, tooth-powder and pastes, rice-powder, smelling-salts, talcum powder, sachets, bath-salts, perfumes. Used either pure or as an ingredient in toilet preparations in admixture with suitable substances in the form of pastes, salves, soaps, powders, pencils and liquids; nail-enamels, eyebrow-pencils, rouges (liquid, powder and compact), pomade-sticks, hair-wax, toilet waters, tooth-washes, pomades, nail-polishes, toilet creams, hair-tonics, hair-dyes and bleaches.
- 98,165.—Gulf Mfg. Co., Ltd., New Orleans, La. (Filed Sept. 22, 1916. Used since the year 1884.)—Food flavoring extracts.
- 98,416.—Daniel Lowenstein, New York, N. Y. (Filed Oct. 4, 1916. Used since December, 1911.)—Cream face-powder, liquid rouge, compact rouge, compact face-powder, nail enamel cake, face-powder, perfume and toilet water.
- 98,429.—George Borgfeldt & Co., New York, N. Y. (Filed Oct. 5, 1916. Used since Sept. 25, 1916.)—Face-powder, toilet-powder, tooth-powder and pastes, rice-powder, smelling-salts, talcum-powder, sachets, bath-salts, perfumes. Used either pure or as an ingredient in toilet preparations in admixture with suitable substances in the form of pastes, salves, soaps, powders, pencils and liquids; nail-enamels, eyebrow-pencils, rouges (liquid,

powder and compact), pomade-sticks, hair-wax, toilet waters, tooth-washes, pomades, nail-polishes, toilet-creams, hair-tonics, hair-dyes and bleaches.

- 98,688.—Durkee-Atwood Co., Minneapolis, Minn. (Filed Oct. 16, 1916. Used since Dec. 11, 1911.)—A cleaning and polishing preparation for metal, woodwork and leather, oil-soap, hand-soap, liquid antiseptic, toilet-soap, an alcohol and glycerine compound for keeping glass transparent in stormy weather.
- 99,239.—Euvenol Company, Minneapolis, Minn. (Filed Nov. 11, 1916. Used since May 1, 1915.)
- 99,604.—Charles H. Murray, New York, N. Y. (Filed Nov. 28, 1916. Used since Nov. 26, 1916.)—Cottonseed oil, flavoring extracts, olive oil.
- 99,941.—Harold Korn, New York, N. Y. (Filed Dec. 14, 1916. Used since Dec. 5, 1916.)—Toilet preparations, viz.: face-powder, liquid face-powder and cream.
- 100,155.—Jean Wallace Butler, Chicago, Ill. (Filed Dec. 26, 1916, under ten-year proviso. Used since the year 1893.)—Almond skin-cream, dandruff-lotion, flesh-rejuvenator, marshmallow skin-paste, Emollient skin-cream, dandruff-salve, antiseptic steaming fluid for facial steam-bath, orris and lilac milk, Petrol depilatory, face-bleach, eyebrow-pencil, cuticle-cream, nail-paste, freckle-eradicator, cinchona hair-tonic, nail-bleach, acne-lotion, skin-cleansing lotion, freckle-cream, eczema-salve, disappearing massage-cream, Persian face-pack, Dermatological powder, rouge, acacia lotion, hand-whitener, skin astringent tonic, massage-cream, brilliantine, Neptune bath-salts, cake-rouge, talcum powder, perfumes, lip-salve, face-powder.
- 100,156.—Jean Wallace Butler, Chicago, Ill. (Filed Dec. 26, 1916, under 10-year proviso. Used since the year 1893.)—Almond skin-cream, dandruff-lotion, flesh-rejuvenator, marshmallow skin-paste, dandruff-salve, antiseptic steaming fluid for facial steam-bath, orris and lilac milk, skin cleanser, petrol depilatory, face bleach, eyebrow pencil, cuticle-cream, nail-paste, freckle-eradicator, cinchona hair tonic, nail-bleach, acne-lotion, skin cleaning lotion, freckle-cream, eczema-salve, disappearing massage-cream, Persian face-pack, dermatological powder, rouge, acacia lotion, hand-whitener, skin astringent tonic, massage-cream, brilliantine, neptune bath-salts, cake-rouge, talcum powder, perfumes, lip salve, face-powder.
- 100,175.—The Mihalovitch Brothers Co., Cincinnati, O. (Filed Dec. 26, 1916. Used since 1906.)—Peroxid-cream, disappearing-cream, camphorated-cream, face-creams, smelling-salts, shampoo-foam, tooth-wash, rice-powder, toilet water, talcum powders, bath-powder, foot-powder, deodorizing-powder, nail-powder in cake and tablet form, mosquito-repellent, face-powders, face powder and cream combined, shampoo-jelly, camphorated cold-cream, tooth-powder, depilatory, liquid rouge, mentholated petrolatum, liquid complexion-powder, camphor-ice, cocoa-butter, glycerin, glycerin and rose-water, hair-tonics, freckle-cream, face-chamois, brilliantine, perfumes, liquid court-plaster, lip-rouge sticks, rouge-chamois, dental creams.
- 100,287.—William E. Evenson, Baraboo, Wis. (Filed Jan. 2, 1917, under ten-year proviso. Used since Jan. 1, 1885.)—Liquid toilet creams.
- 100,494.—The Home Products Company, Newburgh, N. Y. (Filed Jan. 9, 1917. Used since Dec. 18, 1916.)—Extract of lemon for flavoring foods.
- 100,682.—Perin, Inc., New York, N. Y. (Filed Jan. 17, 1917. Used since Jan. 2, 1917.)—A deodorant.
- 100,837.—The J. B. Williams Company, Glastonbury, Conn. (Filed Jan. 22, 1917. Used since Jan. 9, 1917.)—Soap.
- 101,057.—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed Jan. 31, 1917. Used since Jan. 26, 1917.)—Perfumes, toilet-powders, toilet waters and sachets.
- 101,066.—Aurelius S. Hinds, Portland, Me. (Filed Jan. 31, 1917. Used since December, 1916.)—Talcum-powder.
- 101,069.—The Pompeian Mfg. Co., Cleveland, Ohio. (Filed Jan. 31, 1917. Used since 1907.)—Tooth-paste and beauty powder, viz., face and toilet powder.
- 101,181.—Frederick Stearns & Co., Detroit, Mich. (Filed Feb. 5, 1917. Used since Dec. 15, 1916.)—Perfumes.
- 101,537.—Jacob L. Greenbaum, Toledo, Ohio. (Filed Feb. 20, 1917. Used since 1913.)—Cream for face and hands, hair and scalp treatment.





### GET TOGETHER SOAP MANUFACTURERS!

The present market conditions are such that the manufacturer of soap, especially the cheaper grades, is confronted by a situation which is difficult to face. Predictions as to the price of fats and oils are that they will go still higher. To meet such conditions is extremely trying to the soap manufacturer, particularly since there is no co-operation among the manufacturers. It is unfortunate that an industry manufacturing millions of dollars' worth of commodity per year is not organized. In other branches, the problem of a rising market is being faced through the experience and support of the manufacturers in their particular lines. No such harmony exists in the soap industry, consequently this problem is a far harder one. An association of soap makers has at various times been attempted, but, owing to regrettable conditions, no definite or lasting organization has resulted. Under prevailing circumstances a suggestion that those interested in the manufacture of soap get together at this time is not inopportune.

THE AMERICAN PERFUMER opens its pages to any suggestion toward the formation of an association of soap manufacturers, and would be pleased to receive comments from its readers as to just how they feel in regard to this matter. It also places at their disposal any aid that it is in its power to render, for it feels that the good of the industry demands co-operation at such times as these, when sober consideration should be given to ways and means of meeting the present cost of raw materials, as well as conservation of supplies and the elimination of unnecessary expense.

These last few weeks have seen conditions arise in the tallow market, predictions of which a month ago might have been believed impossible. Today tallow is nearing the 15-cent mark. Glycerine has remained practically stationary in price, and forecasts are freely made that twenty-cent tallow will soon be a reality. This unprecedented rise in price has been partially laid to the soap maker himself, as he has become panicky, gone into the market blindly and purchased all available supplies regardless of price. Other conditions, of course, enter more largely into the present scarcity of fats, and surely this state of affairs must be squarely met and intelligently dealt with, for it is very apt to continue for some time. Inasmuch as other industries are meeting war-time business through the aid of those interested in these industries, surely the soap industry would be better prepared to meet the situation by working together as a whole.

Get together, soap manufacturers!

### REGULATING GLYCERINE IN WAR.

In view of President Wilson's proclamation to the entire nation and the steps taken by the National Council of Defense to mobilize industries it is timely to note that Alfred Bigland, M. P., the recently appointed Controller of margarine, soap, glycerine, seed oils and oil cake supplies in Great Britain, has been clothed with extreme powers in the department of British Government control of commercial affairs. He is the senior partner of Bigland, Sons & Jeffreys, of Liverpool, and has long been interested in Imperial and mercantile questions, being one of the earliest supporters of the late Joseph Chamberlain's tariff proposals.

In the course of a paper read before the Colonial section of the British Society of Art Mr. Bigland said that the oils procured from West African palm products form the stock of raw material of soap and candle makers at least in England. In this connection during the war they had assumed enhanced importance because these manufacturers in their various processes extract from the oil glycerine, which served as the basis of cordite. On account of the importance of palm oil as a source of glycerine Britain allows the exportation of it to her allies, but not to neutral countries. Nevertheless, the neutrals were so badly in want of this oil that their merchants had agreed to give her the glycerine content of the oil as a condition of being permitted to import it. When he told his hearers that the entire supply of glycerine in Great Britain was requisitioned at just under \$300 per ton, and the corresponding price in America, for example, nearer \$1,000 than \$750, they would appreciate, he said, that the neutrals considered the oil to be of great value, and worth paying a good deal to obtain.

### NEW LINSEED OIL SUBSTITUTE.

In view of the high and increasing cost of linseed oil, the possibilities of sunflower seed oil as a substitute are of more than passing interest, the more so as the virtual failure of the Argentine flaxseed crop, the shortage in the domestic seed yield in the Northwest and the strict embargo maintained by the British Government on exports from Calcutta make it probable that the supply of linseed oil for the remainder of the year will fall much short of probable requirements.

To determine the commercial practicability of producing sunflower oil in the United States, field experiment work has been carried on under the direction of the Bureau of Plant Industry, United States Department of Agriculture. To this end in 1916 a large acreage of sunflower was grown in South Carolina and the seed therefrom manufactured into oil. The outcome of tests of this oil is being awaited with a great deal of interest.

**IMPORTANT NEW POTASH SUPPLY.**

A most important addition to the potash supply of the United States comes with the development of a new field of production at Searles Marsh, in the extreme northwest section of San Bernardino County, California, not far from the famous Death Valley country. Secretary Lane of the Department of the Interior, it was announced recently, is in receipt of information announcing that a large modern potash plant has just been completed by the Pacific Coast Borax and the Solvay Process companies, and that operations will be begun at once.

It is estimated that the output will be about one thousand tons per month of muriate of potash, 80 per cent. or better pure potash. A new process for the refinement of the raw product has been solved by the two companies, and is reported to be most satisfactorily successful. The new field is included in about 1,500 acres of patented land owned by the interested concerns, so that there are no obstacles to the conduct of operations once the machinery is started. Railroad facilities have been extended to the field, and the owners announce that they are "absolutely confident" they will be turning out the tonnage stated.

**WAR AND THE POTASH INDUSTRY.**

Considering the need of potash as an ingredient in gunpowder, as well as in fertilizer and many other indispensable products, the fact that the United States is again on the road to establish itself as a prominent producer of potash is especially encouraging at this time. The First National Bank of Boston draws attention to the fact that in 1916 20,000,000 pounds of potash, having a value of \$3,500,000 were produced, and authorities are quite unanimous in the opinion that future results will be materially better. Value of the 1916 product was more than ten times that of 1915, and about two and a half times the amount in 1860, the previous high figure. Both quantity and value of production for the year just closed exceeded respectively those of the imported product for the first time since 1905, the earliest period for which both production and import figures are strictly comparable.

**GETTING GLYCERINE FROM WAR WASTE.**

"I estimate that the British army is now supplying from its camp kitchens enough glycerine a year to produce the cordite necessary to fire ten million eighteen-pound shells." This example of what can be done by organized economy was given by John W. Hope, chairman of the committee of soapmakers and military representatives which deals with the use of waste bones and fats from camps. He added:

"We convinced the army authorities early last year that there was usable waste. This committee was appointed and we organized the collection of all waste fat and bones from every camp in the kingdom. They go to the nearest soapmaker for the production of tallow and glycerine. The fat contains about ten per cent. of glycerine and this is sent to the Ministry of Munitions. It amounts to 1,000 tons of glycerine a year."

**Live Manufacturers Must Have It.**

(From Fitzgerald Bros., Soap Manufacturers, Chicago.)

We wish to compliment you on your Soap Industry Section. We have found the same to be very beneficial. We do not see how any live soap manufacturer can be without your monthly journal.

**CANDELILLA WAX PRODUCTION.**

Some of the desert shrubs of the upper border region of Texas are proving to be of much commercial value. As is well known, the guayule shrub is being utilized for rubber manufacture on a considerable scale. At Marathon, Tex., there has been in operation for several years a plant for extracting rubber from this shrub.

Another species of wild vegetation of that region which is now being exploited with profitable results is the candelilla plant or *euphorbia cerefera*. This plant yields a wax of high degree, almost equal, it is claimed, to the "canuba" (or, properly, carnauba) wax of South America. There are at this time several Texas plants in operation for extracting the crude wax from the weed, according to the *Manufacturers' Record*.

At the time of the beginning of the war in Europe there was a large demand for candelilla crude wax in Germany, and the output of the Mexico factories was shipped principally to that market. Since that and other European countries, however, are practically closed to exports of this character and the turbulent condition of internal affairs in Mexico have caused the factories in that country to suspend operations temporarily, the demand for this wax has been confined chiefly to New York, to which place both the refined and crude products that come from Texas factories are sold and shipped.

**SALT PROCESS TO GET POTASH.**

It is announced in Baltimore that through the use of common coarse salt, a discovery made by a German chemist in the employ of the Security Cement and Lime Company, the output of potash extracted from cement rock at the plant of the company at Security, Md., has been increased greatly. The experiments made by R. C. Haff showed that through the use of salt greater quantities of potash were liberated from the cement rock, thus enabling the company to save the potash that was going to waste. As a result the output of potash dust has been increased to approximately 25 tons per day. Of this quantity, 10 per cent. is said to be pure potash.

**Recovery of Potash From Alunite.**

W. H. WAGGAMAN and J. A. CULLEN, in Bulletin 415 of the Department of Agriculture, report tests on the recovery of potash from alunite. Complete separation of the potash from alunite, after ignition of the mineral, is difficult, and, as the material contains relatively little potash, cheapness and efficiency in the extraction are essential for successful commercial development. Eleven samples of light-colored alunite were ignited at different temperatures, and the residues leached with water. A temperature between 750° and 800° C. was found to be best for the subsequent complete extraction of the potash with the minimum amount of water; above 800° C., the potash was fixed, particularly in the presence of silica. Nothing is gained in the subsequent extraction by grinding the mineral finer than 60-mesh. It is suggested that it would be more economical to ship the mineral east, thus taking advantage of the lower freight rate for raw material, instead of extracting at the mines, though the freight charges would even then leave a very narrow margin of profit on the products in normal times.

**Argentina's Soap Imports Increase.**

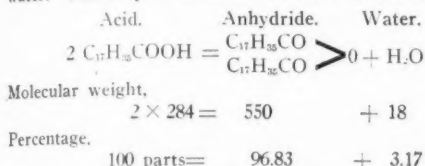
The import of soap to Argentina during the first three-quarters of last year amounted to 1,149.5 tons, showing a moderate advance.

# FATTY ANHYDRIDES

By J. F. Hinckley.

When a chemist reports the analysis on a sample of soap the fatty constituents are reported as fatty anhydrides. To a soap manufacturer who has never studied chemistry it is rather difficult to obtain a comprehensive understanding of this term. From the report he may know that the fatty anhydrides, together with the oxide of soda or potash (as the case may be) go to form the anhydrous soap and the moisture, glycerine, rosin and filling materials, if any, being reported separately.

Broadly speaking an anhydride of an acid is derived from two molecules of the acid minus one molecule of water. This may be thus illustrated with stearic acid:

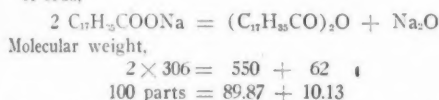


Most soaps contain a mixture of various fatty acids, but in order to simplify the subject the four more common fatty acids and glycerides will be treated separately. I will try and make plain the relation which the anhydride has to the soap, the fatty acid, and the glyceride, from which both the acid and soap are obtained.

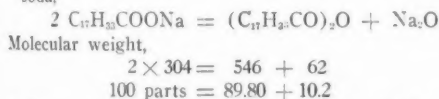
Some of the reactions are given not because they would occur in the manufacture of soap, but only to illustrate the subject under discussion and to give the reader a better perception of anhydrides.

The dry soaps of the four principle fatty acids would yield the percentages of anhydrides expressed in the following reactions:

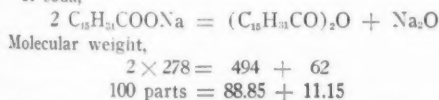
Sodium stearate would yield stearic anhydride and oxide of soda,



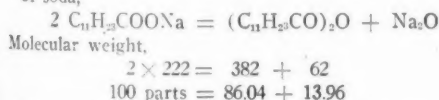
Sodium oleate would yield oleic anhydride and oxide of soda,



Sodium palmitate would yield palmitic anhydride and oxide of soda,



Sodium laurate would yield lauric anhydride and oxide of soda,



Two of the chief constituents of tallow and a good many oils are olein and stearine, the molecular weight of the fatty acid of the first being 282 and that of the latter 284, the only difference being two atoms of hydrogen,

which may be added to oils in the process of hydrogenation or hardening. This slight difference being the case the amount of glycerine or soap obtained varies by only a few tenths of a per cent., whether the stock be olein or stearine. This, of course, holds true only with neutral stock, or that where the amount of the free fatty acids is very small.

The relation between the glyceride and its anhydride may be expressed as follows, using palmitin as the illustration:

100 parts of palmitin  $\text{C}_{15}\text{H}_{31}(\text{C}_{15}\text{H}_{31}\text{O}_2)_3$  would yield 91.93 parts of palmitic anhydride  $(\text{C}_{15}\text{H}_{29}\text{CO})_2\text{O}$ .

To express the results in the form of a table, giving the amount of fatty acids, anhydrides, glycerine, anhydrous soda and potash soap that would be obtained from 100 parts of each of the following neutral glycerides, we would have the following:

	Fatty Acids	Anhydride	Glycerine	Soda Soap	Potash Soap
Stearin .....	95.73	92.70	10.33	103.15	108.54
Olein .....	95.70	92.65	10.41	103.17	108.60
Palmitin .....	95.28	91.93	11.42	103.47	109.43
Laurin .....	94.04	89.82	14.42	104.39	110.34

Having analyzed a sample of soap for combined fatty acid, and knowing the mean molecular weight of the fatty acids contained therein, it is possible by the aid of the above table to calculate the fatty anhydride content.

## MODERN WASHING.\*

Through the efforts of the committee of the American Chemical Society, many points of general interest are being brought to the attention of the general public through the daily and technical press, and it is a common saying that in time the most complex invention comes back in principle and even in form to the simple elemental type from which it was derived.

Something of this same kind of "reversion" has certainly taken place in the apparently simple process of getting things clean.

These cleaning processes vary in character from the everyday washing of clothes to the washing of automobile rims before finishing; from the washing of wool as it comes from the back of the sheep to the washing of a man-of-war's deck.

In earlier times, when an article was to be cleansed, it was washed with the aid of soap as a matter of course, and no thought was given as to why soap should be a cleansing agent. These early soaps were efficient cleansers, but in many cases were hard on the materials that were cleansed. Certain kinds of "dirt" were not removed by the soap, but by mechanical action, and often the cleaning was accomplished only by the wearing off of the contaminated surface of the article being cleaned. These earlier soaps were rather crudely made from mixed fats, and the homely processes used generally insured a large excess of free alkali. The early source of the alkali was principally wood ashes, which contained considerable amounts of potash. Later, in about 1823, artificial alkali, which was in the form

\* Courtesy Press and Publicity Committee American Chemical Society.

of caustic soda, began to be used in England. This soda alkali had the advantage of producing a hard soap and in many cases was not so destructive on the articles that were cleansed. Later, they began to make selection of the fats used in the manufacture of the soap, and then soaps containing but very little excess alkali were produced, and it was found that these soaps did not have the cleansing power of the earlier soaps which contained the excessive alkali. It, therefore, became the custom to incorporate varying amounts of soda ash or other mild forms of alkali in soap, but time proved that in many cases these forms of alkali were still too strong.

As the population became more congested, there were developed commercial cleansing organizations which made a business of cleansing various articles for the public. With this development the people became more critical as to the efficiency of the cleansing operation and the attack on the goods cleansed. Naturally, therefore, attention was directed to securing efficient cleansing without destruction of goods. It was found that alkali had a distinct function in the operation and that in many cases the cleaning could be entirely effected by the alkali alone. In other cases it was found that the operation could be divided and that the use of the alkali in a separate operation gave increased efficiency and a lower cost. In these investigations it developed that the soap acted in a more or less mechanical manner and removed only such materials as could be washed away in a solid state or in an emulsion. It was found that some of the "dirt" was "set" in the goods and made more difficult to remove by the action of soap, but that if the goods were treated first with some form of alkali this material would be taken out.

It was found that various operations required soda of varying character, and that the soda alkalis were in most cases fully as efficient as potash alkalis and more economical to use. Hence the use of alkali in cleansing resolves itself almost universally into the use of soda in cleansing. In the cleansing of textiles, it was found that under ordinary working conditions the action of caustic soda, or lye, and soda ash were too harsh, and as a result of this there came to be used milder forms of soda, such as borax.

This, however, was expensive, and later there was developed another form commonly known as sesquicarbonate of soda, which was an efficient cleanser without unduly attacking the goods cleansed. On account of the difficulties of manufacture of the sesquicarbonate many firms made up mixtures of soda ash and bicarbonate of soda approximating the composition of sesquicarbonate and possessing more or less of the properties of that compound. These materials have a very mild action and are especially adapted in all cleansing operations where soda is suitable, where the materials to be cleansed would be attacked by alkalis as strong as soda ash or where the operator's hands come in contact with the cleansing solution, such as in the cleansing of containers and apparatus in dairies and creameries, and other food containers.

With the increase in the marketing of food products or beverages in bottles and the increase in size of the plants producing these materials, there were developed machines for the automatic cleansing of the bottles used. It was found in this case that a strong form of soda was required to give efficient results, and for this purpose caustic sodas or mixtures of caustic soda and soda ash are generally used. It has been found that soda is applicable to many other cleansing operations where it shows advantages in

economy and efficiency of cleansing. Some of these domestic purposes are the cleansing of unfinished wood floors, tile floors, marble walls and fixtures, and the washing of dishes in hotels and restaurants, in dish-washing machines.

Thus it is seen that the cycle of change has led from the early soaps containing alkali by accident through the refined neutral soaps without free alkali, the soaps to which artificial alkali was added by design, and, finally, to the modern neutral soaps used in conjunction with special alkalis. We are back in principle to the earliest usage, but with this difference: we know now the function of the soap and the function of the alkali, and their use in one operation or in separate operations is as much a matter of science as, let us say, the building of a battleship.

#### REFRIGERATION IN A SOAP FACTORY.

In a descriptive article on a recently enlarged factory at Milwaukee, which appeared in the *Practical Engineer*, the following data are given relative to the refrigerating equipment. In the old engine room may still be seen running the little 25-ton refrigerating machine. Its duties are out of the ordinary, and it is interesting to note the use to which this machine has been put. In the manufacture of washing powder the ingredients are placed in a large kettle in which they are mixed and boiled. Due, however, to its being in a liquid state and at an exceedingly high temperature, it is necessary that this mixture be cooled before being pulverized and packed. Natural cooling would, especially during the summer months, require many hours' time, and in order to hasten the process and thereby reduce the cost of production, the hot mixture is allowed to flow from the mixing tank through a pipe to the floor below, where it is directed between two hollow cast-iron rollers. These rollers are connected to the brine lines and are maintained at a comparatively low temperature, so that as the hot mixture flows between them it is at once chilled and by means of scrapers removed in the form of powder. The use of these cooled rollers so greatly hastens the process of manufacture that instead of requiring many hours of time the powder is being packed in boxes in less than five minutes after leaving the kettle above.

#### Potash by Evaporation of Sea Water in Spain.

Officials of the Bureau of Soils in the Department of Agriculture have manifested interest in a report from Spain that potash is being obtained by the evaporation of sea water. Dr. Conrado Granell, a Spanish chemist, has called attention to his experiments in obtaining from sea water marine kainit, a potassium compound. It is obtained from the mother liquors after sea water has been evaporated for the production of common salt. While in Spain and in China salt in large quantities is obtained by the evaporation of sea water, in this country salt is not so obtained, and for that reason the experts of the Bureau of Soils are of the opinion that the process for obtaining potash from sea water will not be undertaken in the United States.

#### Patent for Medicated Shaving Soaps.

J. W. WHITE. Brit., 4,710. A compound which, by varying the relative proportions of the constituents, can be used either as a shaving soap or as a vulnerary, consists of ordinary shaving soap with a hardening agent such as alum or formalin, a compound of I which does not discolor the skin, a curative such as Friar's balsam, and nitrocellulose dissolved in amyl acetate or other solvent. When in the form of a shaving stick, part of the nitrocellulose may form a coating, or a thin rubber glove may be used to prevent the escape of the volatile constituents.



# SPECIFICATIONS FOR AND METHODS OF TESTING SOAPS

Circular No. 61 of U. S. Bureau of Standards, Department of Commerce, S. W. Stratton, Director

## IV. METHODS OF SAMPLING AND ANALYSIS.

(Continued from page 28, March, 1917.)

### 1. SAMPLING DELIVERIES

(a) *Cake Soap*.—One cake shall be taken at random from each 1,000 cakes to constitute the test sample, except when a sample so drawn shall weight less than 1 pound and be less than three cakes, in which case additional cakes, to make a sample of not less than 1 pound and not less than three cakes shall be taken. The sample cakes shall be at once placed in an air-tight container, properly labeled and sent to the laboratory for test.

(b) *Liquid Soap*.—After thorough mixing of the contents, 1 quart shall be drawn from one container taken at random from each delivery of 100 gallons or less of the material. If a larger volume of the material is delivered at one time, 1 quart shall be taken to constitute a sample for each 100 gallons. Each sample shall be at once placed in a quart glass bottle which had previously been thoroughly cleaned and dried, securely stoppered with a new cork, properly labeled, and sent to the laboratory for test. If desired the entire contents of one small container selected at random from each delivery may be sent as the sample.

(c) *Chip Soap*.—Not less than 1 pound taken at random from each 1,000 pounds or less of any shipment shall constitute a sample. The sample shall be at once placed in a clean, dry air-tight container, which must be completely filled with the sample, properly labeled, and sent to the laboratory for test.

### 2. PREPARATION OF LABORATORY SAMPLE

(a) *Cake Soap*.—Weigh each cake, set aside in an air-tight container one or two cakes of about medium weight, with record of weights received, for making check analysis if necessary. Select another cake of about medium weight, cut in two in a diagonal direction, and cut from these fresh surfaces, in thin layers, a sufficient quantity for all determinations, taking care to cut entirely across so as to get a fair proportion of the outer and inner parts. Preserve this sample in a tightly stoppered bottle and weigh the different portions required as soon as possible. Instead of preparing the sample by cutting, one or more cakes may be run three times, rapidly, through a meat chopper.

(b) *Liquid Soap*.—No preparation of the sample is necessary unless it is received during very cold weather, when it should be allowed to stand at least one hour after it has warmed up to room temperature (20° to 30° C) before noting whether the material is clear, free from objectionable odor, and whether it forms a satisfactory lather.

(c) *Chip Soaps*.—Rapidly mix the sample and weigh out all the portions for analysis, preserving the remainder in an air-tight container.

### 3. METHODS OF ANALYSIS

The following methods are to be used in examining soap purchased under any of the specifications recommended in this circular:

(a) *Matter Volatile at 105° C*.—Place 2 grams of the sample in a weighed porcelain dish 3 inches in diameter,

spreading the sample as evenly as possible over the bottom of the dish; dry for one hour at 60° C, and 50 cc of absolute alcohol, evaporate, dry for one hour at 60° C, and then for two hours in an oven at 105° C, cool in a desiccator, and weigh. Calculate percentage loss.

(b) *Free Alkali or Acid (Method for All Except Liquid Soaps)*.—Dissolve 5 grams of the sample in about 200 cc of freshly boiled, neutral, 95 per cent alcohol, heating to complete the solution. Filter through a weighed Gooch crucible (if the sample is known to contain less than the specified amount of matter insoluble in water, a filter paper may be used), wash with hot, freshly boiled neutral alcohol. Unite filtrate and washings, cool, add phenolphthalein, and titrate with standard acid or alkali. Calculate the percentage of free alkali as NaOH or free acid as oleic acid.

(c) *Free Alkali or Acid (Method for Liquid Soaps)*.—Dissolve 10 grams of the sample in about 200 cc of freshly boiled, neutral, absolute alcohol. Filter and wash the precipitate with freshly boiled, neutral alcohol. Unite the filtrate and washings, add phenolphthalein, and titrate with standard acid or alkali. Calculate the percentage of free alkali as KOH or free acid as oleic acid.

(d) *Alkali as Alkaline Salts*.—Extract with hot water the matter insoluble in alcohol which is separated during the determination of free alkali or acid, add methyl orange to the water solution, and titrate with standard acid (HCl). Calculate the percentage of alkaline salts as  $\text{Na}_2\text{CO}_3$  (or as  $\text{K}_2\text{CO}_3$  in the case of liquid soaps). (It is understood that the "alkali as alkaline salts" as thus determined includes all alkali in the form of carbonate, borate, and silicate.)

(e) *Silicate*.—Add an excess of hydrochloric acid to the solution remaining after titration of alkaline salts, evaporate to dryness, take up with HCl, and determine silica in the regular way. Calculate the equivalent  $\text{Na}_2\text{CO}_3$  assuming the silica to be in the form  $\text{Na}_2\text{SiO}_3$ .

(f) *Sulphate*.—Determine the sulphate in the filtrate from the silica by precipitation with barium chloride and weighing as barium sulphate in the ordinary manner; calculate as sodium sulphate ( $\text{Na}_2\text{SO}_4$ ), except for liquid soaps, which are calculated as  $\text{K}_2\text{SO}_4$ .

(g) *Matter Insoluble in Water*.—Dry the Gooch crucible used in the determination of alkali as alkaline salts for two hours in an oven heated to 105° C, weigh, and calculate the percentage of total insoluble matter.

(h) *Unsaponified Saponifiable Matter*.—Dissolve 5 grams of soap in about 100 cc of 50 per cent alcohol; if any free fatty acids are present, add just enough standard alkali to neutralize them and wash into a separate funnel with 50 per cent alcohol. Extract with 100 cc ether. Wash the ether with water, evaporate, and weigh unsaponified matter. Add 25 cc alcoholic potash or soda, boil under a reflux condenser for one hour, evaporate to dryness, dissolve in water, transfer with ether and water to a separatory funnel, wash the ether free from alkali, transfer to a weighed dish, evaporate the ether, dry, and weigh. This weight gives the unsaponifiable matter, which is subtracted from the unsaponified matter. To the remainder add the weight of free fatty acid previously determined; the sum is the total unsaponified saponifiable matter.

(i) *Preparation of Total Fatty Acids (Method for Milled-Toilet, White-Floating, or Salt-Water Soaps).*—Dissolve about 50 grams of the soap in 300 cc of hot water, transfer to a separatory funnel, add 150 cc of approximately 2N  $H_2SO_4$ , cool somewhat, add 120 cc of ether, shake, draw off the acid layer, and wash the ether layer free from acid with a strong salt (NaCl) solution. Then draw off the aqueous layer as completely as possible, transfer the ether layer to a flask (it is not necessary to transfer quantitatively), add 20 to 30 grams of anhydrous sodium sulphate ( $Na_2SO_4$ ), stopper the flask, shake, and let stand at a temperature below 25° C until the ethereal liquid becomes perfectly clear, showing that all water has been taken up by the sodium sulphate. Filter through a dry paper into another Erlenmeyer flask, and completely evaporate off the ether by passing through the flask a current of dry air and heating the flask to a temperature not above 50° C.

(j) *Preparation of Fatty and Rosin Acids (Method for Ordinary or Special Grade Laundry or Chip Soaps).*—Dissolve about 50 grams of the soap in 500 cc of hot water, add 100 cc of 30 per cent sulphuric acid, heat until the fatty matter collects in a clear layer, draw off the acid layer, and wash the fatty matter free from sulphuric acid with hot water. Decant the fatty matter into a dry beaker, filter, using a hot-water funnel, or placing both funnel and receiving beaker in a water-jacketed oven, and dry for 20 minutes at the temperature of boiling water.

(k) *Titer Test.*—Cool the fatty acids, prepared as described, to about 50° C and transfer about 25 cc to a tube of clear glass about 1 mm thick, 25 mm in diameter, and 100 mm long. Place the tube in a salt-mouth bottle, about 70 mm in diameter and 150 mm high (a 16-ounce salt-mouth bottle), fitted with a cork which is perforated so as to hold the tube rigidly when in position. Suspend a thermometer graduated to 0.1° C so that it can be used as a stirrer and stir the mass slowly until the mercury remains stationary for 30 seconds. Then allow the thermometer to hang quietly, with the bulb in the center of the mass, and observe the rise of the mercury. The highest point to which it rises is recorded as the "titer."

(l) *Acid Number of Fatty Acids.*—Place from 2 to 5 grams of the fatty acids, prepared as described, in a 200-cc Erlenmeyer flask, add 50 cc of neutral alcohol free from carbon dioxide, warm to dissolve the fatty matter, add phenolphthalein, titrate with standard alcoholic alkali, and calculate the acid number (expressed as milligrams KOH per 1 gram total fatty matter).

(m) *Total Alkali (Method for all Except Liquid Soaps).*—Dissolve 5 grams of the soap in 100 to 150 cc of hot water, add 40 cc N/2  $H_2SO_4$ , heat on a water bath until the fatty acids have collected in a clear layer, cool by placing the beaker containing the mixture in cold water, break the cake of fatty acids, and filter the aqueous liquid, leaving as much of the fatty acids as possible in the beaker; thoroughly wash the beaker, fatty acids, and filter paper with water. Unite the filtrate and washings, add methyl orange, and titrate the excess acid with N/5 NaOH. Calculate the total alkali as  $Na_2O$ .

(n) *Total Alkali (Method for Liquid Soaps).*—Warm together all of the acid aqueous liquids from the determination of total soap to drive off dissolved ether, add methyl orange and titrate the excess acid with N/5 NaOH. Calculate the alkali as per cent  $K_2O$  in original sample.

(o) *Chloride.*—Add neutral potassium chromate ( $K_2CrO_4$ ) solution to the neutral solution from the titration of total alkali, titrate with N/10  $AgNO_3$ . Calculate the chloride as sodium chloride (NaCl) (or as KCl in the case of liquid soaps).

(p) *Rosin.*—A qualitative test for rosin may be made as follows: After decomposing a solution of the soap and separating the fatty acids a small quantity of the latter is heated with acetic anhydride. When cool a few drops are placed on a spot plate and when a drop of  $H_2SO_4$  (sp. gr. = 1.53) is added to this a fugitive violet color indicates the presence of rosin. For a quantitative determination proceed as follows: Dissolve 5 grams of the sample in 100 to 200 cc of hot water, add 40 cc N/2  $H_2SO_4$ , heat until the fatty acids, etc., collect in a clear

layer, cool in ice water, remove the layer of fatty acids, etc. Wash the fatty acids with ice water, transfer to a 200 cc Erlenmeyer flask, dry for one hour at 105° C, cool, dissolve in 20 cc of absolute alcohol, add 10 cc of a solution of one volume of strong sulphuric acid and four volumes of absolute alcohol, and boil for 4 minutes under a reflux condenser. Add to the liquid about five times its volume of 7 to 10 per cent solution of NaCl and extract with ether. Shake out the aqueous portion two or three times with ether. Unite the ether solutions and wash with the sodium chloride solution until the washings are neutral. Titrate the rosin acids with standard alcoholic sodium hydroxide solution (1 cc normal alkali = 0.346 g. rosin). Calculate percentage of rosin.

(q) *Total Soap (Method for Liquid Soaps).*—Dissolve 10 grams of the soap in 100 cc water, add 40 cc N/2  $H_2SO_4$ , heat until a clear layer of fatty acids separates, transfer to a separatory funnel, draw off the acid layer, and shake the acid aqueous liquid with two 20-cc portions of ether. Dissolve the fatty acids in the ether used for washing the aqueous liquid, and shake with 10-cc portions of water until they are no longer acid to methyl orange. Unite the water portions used for washing and shake with 20 cc ether, wash this ether free from mineral acids, unite the ether solutions in a weighed 400-cc beaker, evaporate most of the ether at a temperature below 50° C, dissolve the residue in neutral alcohol free from carbon dioxide, add phenolphthalein and titrate to exact neutrality with standard alcoholic potash. Evaporate the alcohol, dry to constant weight at 105° C, and weigh the soap.

Instead of using standard alcoholic potash for this determination, standard alcoholic soda may be used; but in this case the weight of  $Na_2O$  added should be calculated from the volume of standard NaOH used in titration and one-half of this weight added to the determined weight of soap before calculating the percentage.

If unsaponified or unsaponifiable matter is suspected, the determination may be corrected by dissolving the dried soap in 50 per cent alcohol, shaking out with ether, evaporating the ether and weighing the unsaponified and unsaponifiable matter. This weight is to be deducted from the weight of anhydrous soap before calculating percentages.

(r) *Sugar—Qualitative Test.*—Add a decided excess of hydrochloric acid to a solution of the soap, heat on steam bath for fifteen minutes, cool, filter from fatty acids, and test a portion of the filtrate for sugar by boiling for two minutes with an equal volume of Fehling solution. The formation of red cuprous oxide indicates sugar.

#### Potash a By-product in Cement Making.

A Toronto newspaper states that a company making Portland cement at Durham, Ontario, is now turning out as a by-product from the feldspar 12 to 16 tons of potash daily. Feldspar rock is added to the limestone as a raw material for cement, and a process has been evolved for collecting the liberated potash.

#### Cocoon Oil from Ceylon.

Exports of cocoon oil from Ceylon to the United States decreased in quantity from 15,878,937 pounds in 1915 to 2,042,520 pounds in 1916, and in value from \$1,169,107 to \$162,564. This was mainly due to an embargo on shipments to neutral countries.

#### New Zealand Admits French Soap.

The order of September 18, 1916, prohibiting the importation into New Zealand of soap not originating in the United Kingdom and British possessions, has been amended by an order in council which authorizes the entry of soap imported from France.

#### Filbert Oil in Soap Making.

Filbert oil expressed from the mito in Turkey, is being used there for cooking, lighting and soap making.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

which has become very popular with the trade for all purposes for which it can be utilized. Sales of carloads have gone through at 14 cents and there is an outlook for materially higher prices during the next sixty days, as steamer space from the Far East is extremely scarce for prompt or nearby arrival.

The tallow market is nominally higher in sympathy with the strength in the West, and the general advancing tendency in all fats and greases. Special loose New York has gone to 14 cents. The general upward trend of the markets was further accentuated by the embargo placed by Great Britain on exports of palm oil. Interference with shipments of olive oil foots and yellow is also a factor. Advances named in crude and refined corn oil are firmly maintained. Most other vegetable oils are in a nominal position and are held at high levels owing to the difficulties imposed by lack of transportation facilities.

## Chemicals.

Speculation has played no small part in the market for those heavy chemicals which enter into soap making. The strong tone which has pervaded the market on soda ash and caustic soda as the result of depreciation in spot stocks due to rail embargoes has crystallized into an advance of 25 points respectively. The declaration of war against Germany, while regarded as a bullish development, is not taken as proof conclusive that the high spot levels will be maintained, although manufacturing activity may be handicapped in the event of conscription.

Some spot lots of heavy chemicals have been withdrawn from sale, because of the entrance of the Government into the market for military needs for the army. Offerings of caustic potash 88 to 92 per cent have been particularly limited, although early arrivals are again quoted at 85 cents. Carbonate of potash calcined has been nominally quoted within the range of 35@50 cents, spot supplies being difficult to locate. A large number of sulphuric acid producers are sold up over the year, and quotations for spot material have hardened somewhat.

Widespread interest attached to the decided advance named by manufacturers of refined sulphur, owing to the diversion of the raw materials for its manufacture to other sources. The rosins have remained on a relatively attractive basis, and a good many soap makers have covered their requirements in the anticipation of higher prices. The new crop in the South is fully three weeks late and cost of production is materially higher, and from this it is inferred that an advance will be seen at an early date.

## Appraisers' Decision on Oil Classifications.

Treasury Decision 37,101 gives the full decision of Board 1 on the Stone-Downer protest. The principle is thus set forth in the syllabus of the ruling: "Oils distilled from wool grease are provided for under the provision for essential and distilled oils and all combinations of the same in paragraph 46 of the tariff act of 1913, and subject to duty at the rate of 20 per cent ad valorem. In the tariff revision of 1913 it was the purpose of Congress to separate the oils and chemicals grouped together in paragraph 3 of the tariff act of 1909 and to provide for such oils in the three paragraphs in which all such dutiable oils, not containing alcohol, were to be grouped together, namely, paragraphs 44, 45, and 46."

## Drawback Allowed on Liquid Kolynos.

Drawback has been allowed by the Treasury Department on liquid Kolynos manufactured by the Kolynos Co. of New Haven, Conn., with the use of domestic tax paid alcohol, imported thymol and eucalyptus, and liquid soap, with the use of domestic tax paid alcohol.

## Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## FREIGHT ON DENATURED SOAP OIL.

The Interstate Commerce Commission has ordered that certain carriers shall be authorized to establish rates on denatured soap oil, carloads, from points in Oklahoma to Kansas City, Mo., Kansas City, Kans., and Armourdale, Kans., via their established routes, on basis of the mileage scale of rates prescribed by the commission on cottonseed oil from the said points of origin to Kansas City, Mo., in Oklahoma Cottonseed Crushers' Association vs. Missouri, Kansas and Texas Railway Company et al., the lowest rate from any point of origin to said destinations via any line to apply via all lines or routes, without observing the long-and-short-haul provision of the fourth section of the act to regulate commerce, provided that a defined mileage scale of rates shall be published and referred to by proper reference mark, and provided further, that the rates to intermediate points shall not exceed the rates for like distances shown in the said scale.

## PALM PRODUCTS IN SIERRA LEONE.

[Consul W. J. Yerby, Dakar, Senegal.]

According to figures recently made available, the exports of palm kernels from Sierra Leone during 1915 increased by 3,709 tons, but decreased in value by \$268,992, when compared with the figures of 1914, last year's total being 39,624 tons, worth \$2,452,625. The decrease in the market value was very noticeable. The price in Europe at one time fell as low as \$60 a ton, whereas in the preceding year it was never below \$77.50. Toward the end of 1915, prices rose steadily and reached \$92.45.

Prices for palm oil on the European market were well maintained through 1915, and increases are shown in both the quantity and value of the oil exported from this colony. The volume of export in 1915 was 481,576 gallons, valued at \$227,101, as compared with 436,144 gallons, worth \$187,521, in 1914. Of the total quantity exported, 384,006 gallons went to the United Kingdom and 89,869 gallons to France.

## New Coconut Oil Plant.

The expansion of the coconut oil industry in this country, to which the war gave an impetus by cutting off the supply from abroad upon which the American markets were chiefly dependent prior to 1914, is steadily going on. The latest addition to the list of domestic producers is the firm of Spencer, Kellogg & Sons, Inc., which has just completed a plant for crushing copra in conjunction with its linseed oil mill at Edgewater, N. J. The capacity of the plant, which will turn out the Ceylon grade at first, is given as a tank car daily. Eventually it is intended to make the Cochin and edible grades.

## Laundering a Collar.

It is said that twenty-three operations are necessary in laundering a collar, but the Jamestown *Optimist* can't find more than eight, which are as follows: Washing in hard water, using a trace of starch, fraying the edges, ripping the buttonholes, corrugating the inner surface, putting on four fly specks, ironing slightly and then throwing into the wrong bag.—*Kansas City Star*.

## Recovering Oils and Fatty Acids.

E. I. duPont de Nemours & Co. Brit., 101,959. Oils and fatty acids are obtained from the foots resulting from purification of oils with alkali, by treatment with an acid salt, such as niter cake dissolved in H<sub>2</sub>O.



## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

Since the middle of March the market on tallow has been very firm, advancing almost continually.

At present, conditions are chaotic. Tallow prices in the west and middle west, are considerably higher for quality equal to the New York Special Tallow grade, and sales have been made of considerable quantities of tallow from the seaboard region and of tallow to arrive here from South America, in part to be shipped west.

For several weeks, the settling price of contracts on New York Special Tallow has been at 13½¢. per lb., despite the fact that the same grade when packed in tierces brought about 14½¢. per lb., and melters are now asking 14½¢. to 15¢. for New York Special Tallow in drums for early forward delivery.

The soap makers who refused to come into the market early in this month, on the ground that prices were entirely too high, have been slowly but gradually using up their stocks, and are now again thinking of replenishing.

During the scramble prevailing, and with the west compelled to purchase supplies in the east, it would appear that we must expect still higher prices in the near future. There is some evidence that available supplies do not equal the present consumption, and it is becoming a serious question to the largest soap manufacturers, how they will be able to get what they will need for July, August and September; unless they arrange to purchase this soon for either prompt or forward delivery.

Melters of tallow, encouraged by the fact that every successive offering on their part is quickly taken at an advanced price, now have vision of securing unheard-of prices for their material, and the end is not in sight.

It takes considerable courage to be bullish at a 15¢. level for tallow, yet this may look fairly low a month hence.

April 20, 1917.

TOBIAS T. PERGAMENT.

## GLYCERINE.

*Specially written for this journal by W. A. Stopford.*

Export business has been done in dynamite glycerine at still higher limits, sales of a round lot having been made for export on the basis of 55 cents per pound. There has been a disposition to anticipate, and while July-December has been regarded as a period of considerable uncertainty, offers for these months have been made at 53½ cents. April-August has been offered at 53½ cents. With the Government about to enter the market for supplies and with the tendency of prices for lard, tallow and several of the vegetable oils to reach new record figures, there is every indication of a strong market. The output will be limited for some time to come, as deliveries on recent export orders will run ever several months.

Crude.—For saponification 88 per cent loose 44½¢@45 cents per pound is now the inside quotation, although sales have been made at 45 cents for prompt and 42½ cents for July-August. Soap lye loose 80 per cent is held at 40¢@40½ cents, while for Fall delivery 39½ cents has been named during the interval. While producers of crude continue to hold their goods at such relatively high levels, refiners will,

undoubtedly, continue to purchase dynamite at its current 55 cent level.

Chemically Pure.—Refiners have raised their prices for the chemically pure fluid to 56 cents per pound in drums, and there has been some talk of making the differential between the price in drums and in cans 1½ cents, owing to the high cost of the latter class of container. The entrance of the Government into the market for a quantity has been a feature.

## Vegetable Oils.

For the first time in the memory of the oldest dealers in cocoanut oil it has been selling practically on a parity with the price of cottonseed oil. There has been remarkable strength in virtually all vegetable oils, cottonseed having crossed the 15½ cents mark, with intimations that 16 cents will be reached. The sudden scarcity and advancing tendency of copra has been reflected in the cocoanut oil market, where consumers have been actively engaged in covering their requirements.

California crushers have been offering cocoanut oil very sparingly, the paucity of offers having resulted in a jump in spot quotations for Ceylon grades to 15½¢@16 cents and domestic grades to 15¢@15½ cents, while Cochin cocoanut has gone to 20¢@22 cents and domestic Cochin to 17¢@18 cents. Railroad freight congestion, while lessening daily, has been a factor in the advance, but the rise has also been due to the immediate delivery for consumption of the larger part of goods contracted for some thirty to ninety days ago.

In consequence of the advancing trend of linseed oil new record prices have come to light on soya bean oil,

(Continued on preceding page.)

## SOAP MATERIALS.

Glycerine, C. P., 56c.

Dynamite, 55c.

Crude, soap lye, 80 per cent. loose, 40¢@40½¢.

Saponification, 80 per cent. loose, 44½¢@45c.

Castor Oil, 20¢@21c.

Cocoanut, Cochin, 20¢@22c.; Ceylon, 15½¢@16c.

Cocoanut oil, domestic Cochin, 17¢@18c.; domestic Ceylon, 15c¢@15½¢.

Corn, crude, 15c. nom.

Cottonseed, crude, tanks, \$1.03@1.04; refined, \$15.40@15.75.

Olive, denatured, \$1.35@1.45; prime foots, 14¢@14½¢.

Palm, Lagos, 13¼¢@14c.; red, prime, 13¼¢@13½¢.

Palm oil, domestic, 16¢@16½¢.

Peanut, \$1.15@1.20.

Soya bean, 14¢@14½¢. nom.

Tallow, special loose, New York, 14c.; tallow, city, 13¼¢@13½¢.; grease, yellow, 13¼¢@13½¢.; brown, 12¼¢@12½¢.

Chemicals, etc., Borax crystals and granular, 8¢@8½¢.

Caustic potash, 88 to 92 per cent., 85¢@90c.

Caustic soda, 76 per cent., \$4.50@4.60 per 100 pounds.

Carbonate potash, calcined, 80 to 85 per cent., 35¢@50c.

Red oil, saponification, 11¼¢@12c.

Salt, common, fine, 92c.

Soda ash, 58 per cent., \$3.00@3.25 per 100 pounds.

Soda silicate, "iron free," 3½¢@4½¢.

Sulphuric acid, 60 degrees, \$20.00@25.00 per ton.

Starch, pearl, \$2.85@2.91; powdered, \$2.90@3.00.

Stearic acid, single pressed, 16c.

Stearic acid, double pressed, 17c.

Stearic acid, triple pressed, 18c.

Zinc, oxide, American, 11½¢@12½¢.

Rosin, water white, \$6.65 per barrel.

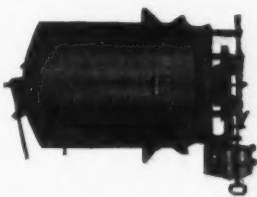
Rosin, window glass, \$6.55 per barrel.

Rosin, Nancy, \$6.40 per barrel.

Rosin, Mary, \$6.35 per barrel.

Pine oil, sweet, 69¢@71c.

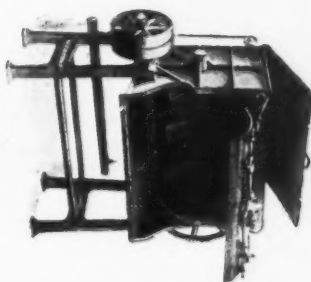




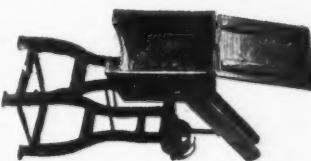
PERFECTION Cutter.



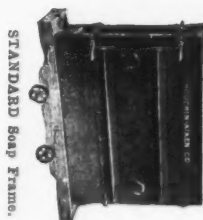
HORIZONTAL Cutter.



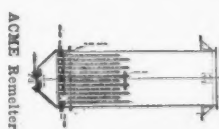
IDEAL Amalgamator.



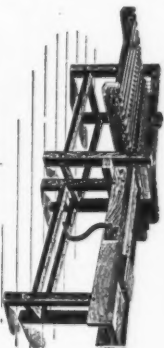
Soap Chipper.



STANDARD Soap Frame.



ACME Remelter.



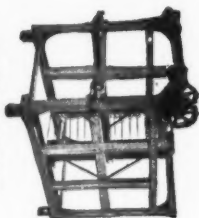
DOUBLE RACK Cutter.



AIKEN Power Cutter.



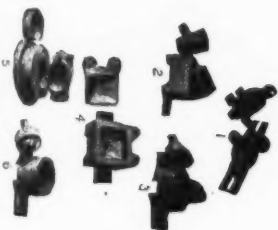
AIKEN Power Slabber.



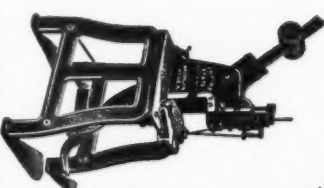
CHAMPION Slabber.



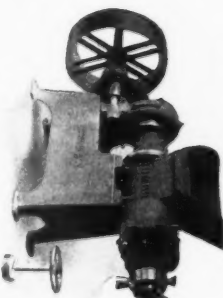
No. 4 Soap Press.



Soap Dies.



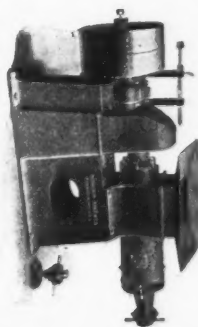
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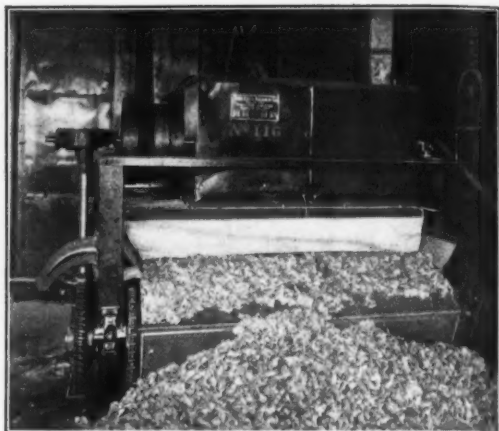
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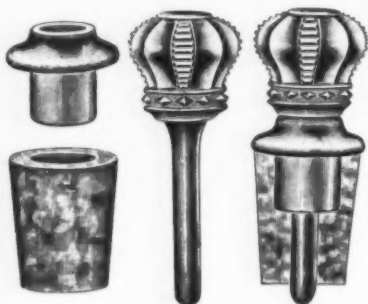
95° Gay-Lussac French Standard

USED BY THE MOST DISCRIMINATING PERFUME  
AND EXTRACT MANUFACTURERS IN THE UNITED  
STATES AND ABROAD.

Distilled by

*The Union Distilling Co.*  
CINCINNATI, OHIO.

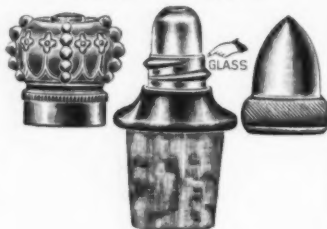
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This represents our latest and best effort in making an all Glass Sprinkler. Its merits speak for themselves. There can be no corrosion and the seal is so perfect that leakage is impossible.

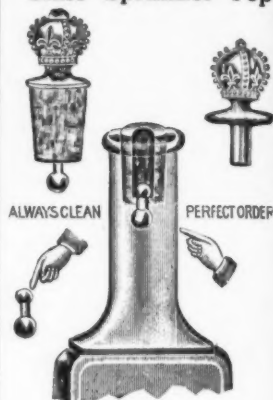
### Perfect Glass Sprinkler CANNOT CORRODE



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**PERFECT GLASS SPRINKLER**  
A beautiful combination of glass  
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GLASS SPRINKLERS**

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Patent self-closing glass sprinkler top. For those who want a cork and glass plug.

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Try us the next time you want any boxes for your toilet articles.

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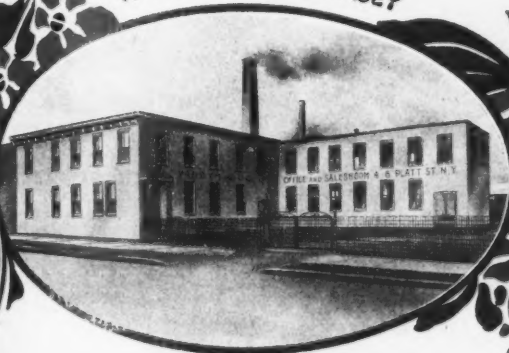
**VAN DYK & CO.**

S. ISERMANN SEC'TY & TREAS.

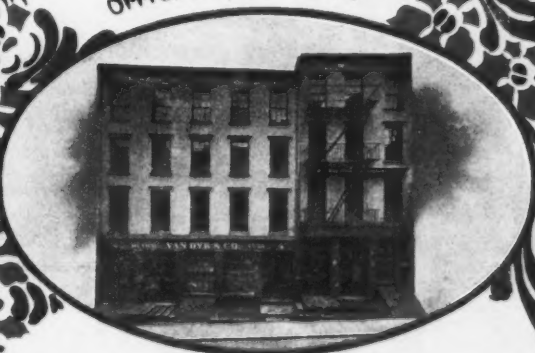
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MEXICO, D.F. HAVANA, CUBA.

FACTORY IN NEW JERSEY



OFFICE IN NEW YORK



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EST. 1903

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Our equipment makes it possible for us to produce the BEST COMMERCIAL TERPINEOL.

We believe our TERPINEOL is as good as any, and better than most, on the market. We feel justified in making this statement because we have proof to support it.

Write for a sample. A test will prove our claims. We want you to judge for yourself.

DEPT. No. 1

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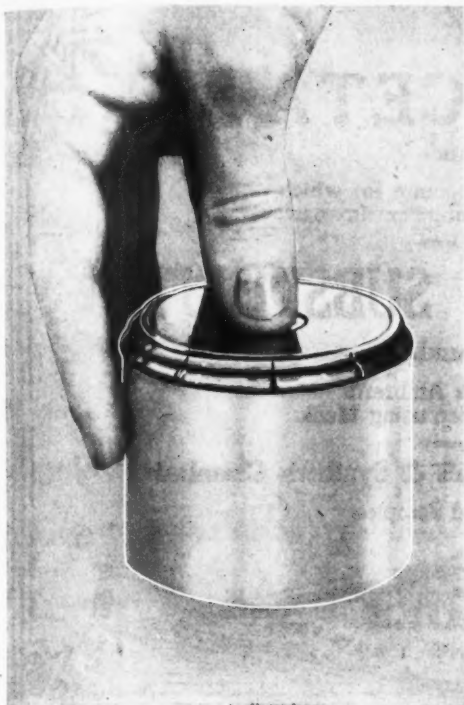
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INCORPORATED 1904

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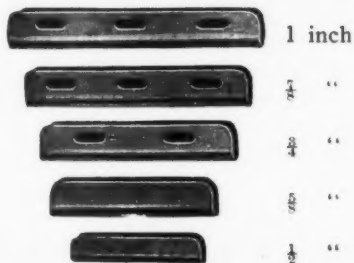
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COLD CREAM NEUTRAL OIL**PLYMOLINE**

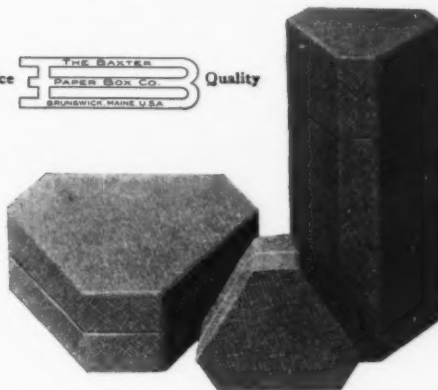
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It takes too long to do it, and the labor is too expensive.

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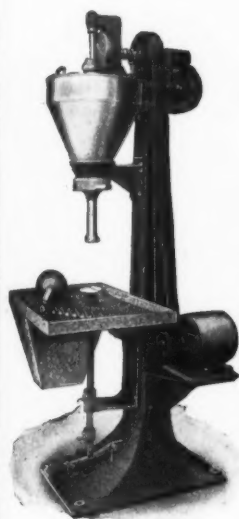
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**CONC FLOWER OILS**

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Dear-Kiss type .....per lb. \$32-4 ozs. to 100 lbs.

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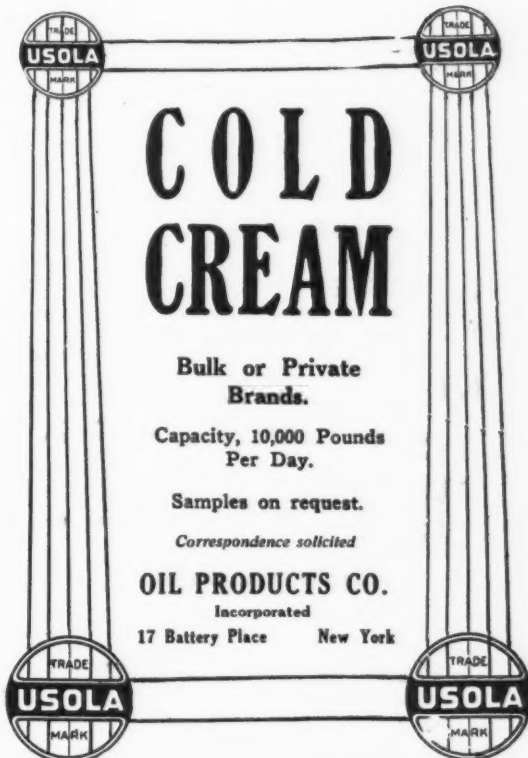
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